

$$\frac{0.5}{10} + \frac{1}{10} + \frac{5}{10} + \frac{9}{10} + \frac{8.75}{10} = \frac{36.25}{50}$$

II. Analysis of the International Business Situation

A. Economic, Political and Legal analysis of the Trading Country

1. Description of Egypt's economic system

Gatorade will operate out of the United States into the Egyptian market on an international trading scale. The 1990's Egyptian economy used to center its main focus on having a highly centralized planned economy focused on import substitution. This began to change in the early 2000's when Egypt began to focus on macroeconomic performance based on the relief of debt overseas and change in international fund arrangements. Since this event Egypt has moved towards a market oriented economy with an increase in foreign investment. This means that the market has little to no imports or restrictions on goods and services. This new market has come about in Egypt greatly due to the pace of structural reforms, including fiscal and monetary policies, taxation, privatization and new business laws and legislation. These have greatly influenced the macroeconomic growth rate and caused an 8 percent annual increase from the years 2004 through 2009. Along with this great growth rate, Egypt has seen a tremendous rise in the GDP. Currently the Egyptian GDP is at 330.8 trillion, which is a huge increase in the 218.9 billion that it was in 2010. This shows how the increase in foreign investment has affected the country positively over the years. Along with this is the large amount of the population that is in the labor force, 28.87 million people are a part of the Egyptian labor force. These increasing factors in international trade and large amounts of population offer for the perfect market to bring Gatorade into the picture. We plan on bringing in a drink product that could be a stand out icon among the other various drink products sold in Egypt. It would be a cheap alternative to the other drink items sold in Egypt and would be economically affordable to most of the population. Specifically in the Cities of Cairo and Alexandria where the main business of the country takes place. Our product could be a huge hit in the marketplace, helping to benefit the economy while offering anew enjoyable product to the populace of Egypt.

2. Description of Egypt's Governmental Structure and Stability

The Egyptian government is based on republicanism, although it includes a semi-presidential system of government. A semi-presidential system means that the country is run by a president and a prime minister, with the inclusion of a cabinet. In the past century, Egypt has had some problems with government. There have been numerous coup d'etat to overthrow the government, and it was unstable. But, ever since the Arab Spring, Egypt's government has been reformed and prepared for the 21st century. There is now a strong and stable government in power, and a peaceful transition of power occurred in 2014 between presidents that hasn't happened in hundreds of years in Egypt. With a new and reliable government, Egypt will be a good market to bring Gatorade to. The Egyptian government has also been introducing free-market policies that are pro-business which will allow for easy integration of Gatorade into the Egyptian drink market.

3. Description of Laws Affecting Business

The CBE, or Central Bank of Egypt, controls and regulates the financial markets in Egypt. They set interest rates and also control the Egyptian pound. The Central Bank of Egypt has been restricted in giving out money by the Money Laundry law in 2002 and Banking law in 2003. These laws probably won't be a big deal for our company unless we want a loan from the CBE. The distribution and sale of our product won't be affected much by government regulations, so we can bring Gatorade to Egypt fast.

B. Trade Area and Cultural Analysis

1. Geographic, Demographic, and Other Pertinent Cultural Information

This seems very borrowed increase in what?

Do you know what this means?

Move to Competitive Advantage Part B

Give one Example

Egypt's Ministry of Health - Ministry of Supply

FDA

Consumer Protection Agency

Egypt is located in Northern Africa and connects to the Mediterranean Sea. The climate is very hot with intense sun rays at all times of the year. Hot weather brings thirst, which Gatorade helps a lot with. Gatorade's purpose is to be a sports drink that quenches a person's thirst and replenishes valuable vitamins and minerals in a person's body. Gatorade will make a huge impact on people's lives during hot summers because they will love how much it helps to cope with the heat. Showing respect is a big part of Egypt, and will play a large part in bringing Gatorade to Egypt. When a person shows respect to another person in Egypt, it creates trust between the two people. This will be key for us to make deals and negotiations in Egypt because without showing respect to another person, an agreement will not be made. Egyptians recognize respect much in the same way as we do in America. A strong handshake, looking a person in the eye when you are talking to them, and common courtesy all communicate respect to the other person in Egypt. 94 percent of people in Egypt are Muslim, which influences most Egyptians' lives. Because of this, most businesses are closed on Fridays in honor of the Muslim Holy day in Egypt. This means Gatorade will most likely only be bought and sold 6 days a week, so we will need to capitalize on those 6 days to maximize profits and revenue.

### 2. Analysis of Potential Location

Several documents will be required in order for us to do business in Egypt. A bill of exchange and commercial invoice will be very important documents. The bill of exchange outlines payment for goods and the commercial invoice has a list of all buyer and seller information along with shipping and product information. A weight list and/or packing list could be required as well for our product. These documents contain information on how much a total shipment weighs and the contents of a shipment. A buyer will want this information to know what they will be getting in a shipment. Egypt is a growing market that will always be open to new goods and services entering their economy. It will be a perfect place for Gatorade to start selling in. The economic conditions are promising, plus the people there will need a way to deal with the heat. We believe Gatorade will be very successful in Egypt because of the ideal conditions for a sport drink in the country.

} Product  
That  
is Stocked  
Up on  
Purchase  
In  
Bulk

Rubric Grading Scale for Each Section

Group: Will: Joey

IBP: 66/100

Section II, Part A A. Economic, political and legal analysis of the trading country	Examples of Economic Impactors:				
Sources: CIA World Factbook: Economy The Global Economy Heritage Foundation Doing Business In: <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> Export.gov <a href="http://export.gov/worldwide_us/index.asp">http://export.gov/worldwide_us/index.asp</a>	GDP Labor Force Human Development Public Debt Taxes & Other Revenue Exports Imports Industrial Production Growth Rate (for manufacturing businesses)	GDP/Per Capita Labor Force by Occupation Population below poverty line Inflation Rate Exchange Rates Exports – Commodities Imports – Commodities Import – Partners	Agriculture Products Unemployment Rate Budget Debt- External Export – Partners Import – Partners	Industries that are prevalent in your IBP Country Household Income or consumption by % share Distribution of Family Income Market Value of Publicly Traded Stocks Commercial Bank Primary Lending Rate	
A Grade (Formal: 13.5 - 15 pts)					
- MARKET Economy  Economic System	<ul style="list-style-type: none"> <li>Type of Economic System Used in IBP Country is Stated</li> <li>An understanding of what that type of economic system means is displayed</li> <li>Advantages / disadvantages of operating in this type of economic system are given</li> </ul>	<ul style="list-style-type: none"> <li>Type of Economic System Used in IBP Country is Stated</li> <li>An understanding of what that type of economic system means is displayed</li> <li>Advantages / disadvantages of operating in this type of economic system are given</li> </ul>	<ul style="list-style-type: none"> <li>Type of economic system is stated but not explained.</li> <li>Limited amount of advantages &amp; disadvantages given</li> </ul>	<ul style="list-style-type: none"> <li>Type of economic system is stated but not explained.</li> <li>Limited amount of advantages &amp; disadvantages given</li> </ul>	<ul style="list-style-type: none"> <li>Type of economic system is copied from internet with no understanding of what it means given</li> <li>No advantages / disadvantages of system provided</li> </ul>
GDP = 330.8 trillion  Economic Impactors	<ul style="list-style-type: none"> <li>Multiple Economic Impactors are stated with supporting evidence as to why those impactors matter given.</li> <li>GDP/capita is included</li> <li>Comparisons to IBP Country &amp; USA are given so that reader understands context better.</li> </ul>	<ul style="list-style-type: none"> <li>Multiple Economic Impactors are stated with supporting evidence as to why those impactors matter given.</li> <li>GDP/capita is included</li> <li>Comparisons to IBP Country &amp; USA are given so that reader understands context better.</li> </ul>	<ul style="list-style-type: none"> <li>Only a couple Economic Impactors are provided</li> <li>Economic impactors provided are not explained in depth &amp; limited evidence relating to why they are important to your IBP country is given</li> </ul>	<ul style="list-style-type: none"> <li>Minimal to no economic impactors are provided.</li> <li>Paper does not explain economic factors that affect a foreign company expanding to their IBP market</li> <li>Facts are given to fill space with no understanding of their impact</li> </ul>	<ul style="list-style-type: none"> <li>Minimal to no economic impactors are provided.</li> <li>Paper does not explain economic factors that affect a foreign company expanding to their IBP market</li> <li>Facts are given to fill space with no understanding of their impact</li> </ul>
- Inclusions  Level of Foreign Direct Investment	<ul style="list-style-type: none"> <li>Level of FDI is given (Market Overview: Export.gov)</li> <li>Stock of FDI at home &amp; abroad is stated &amp; explained</li> <li>Comparison to the USA is given</li> <li>Reasons as to why your FDI Level are important are given/explained</li> <li>Economic Globalization</li> </ul>	<ul style="list-style-type: none"> <li>Level of FDI is given (Market Overview: Export.gov)</li> <li>Stock of FDI at home &amp; abroad is stated &amp; explained</li> <li>Comparison to the USA is given</li> <li>Reasons as to why your FDI Level are important are given/explained</li> <li>Economic Globalization</li> </ul>	<ul style="list-style-type: none"> <li>FDI – Home is stated</li> <li>Limited explanation is given as to what that level means</li> <li>Paper doesn't make comparisons between IBP country &amp; other major markets</li> </ul>	<ul style="list-style-type: none"> <li>FDI is either unstated, inaccurate, or unexplained.</li> <li>Student displays minimal to no understanding of FDI concept.</li> </ul>	<ul style="list-style-type: none"> <li>FDI is either unstated, inaccurate, or unexplained.</li> <li>Student displays minimal to no understanding of FDI concept.</li> </ul>
Total Grade	<p>Rough Draft Turned in on Time</p> <p>Due Date: <u>October 25, 2016</u></p> <p><i>*Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit. 2 points deducted for each day it is late.</i></p>	<p>Yes</p>	<p>No</p>	<p>Turned in late on: _____ /10 pts</p>	

4.2 Key Terms / Concepts from Textbook:

- You are responsible for taking notes on the four economic systems stated (Market, Mixed, Planned, & Traditional)
- Key Terms: Political Economy, Concept of Economic Integration, Customs Union, Common Market, FTA
- Need to know Free Trade Agreements: NAFTA (Pros/Cons), COMESA, CACM, ASEAN, CARICOM, CAFTA, FTAA (Pros / Cons)

**Section II Part A**

**2. Describe the trading country's governmental structure and stability, how the government controls trade and private business**

Sources:  
 CIA World Factbook: Government  
 The Global Economy (GE) <http://www.theglobaleconomy.com/>  
 The Heritage Foundation (HF) <http://www.heritage.org/index/>

**A Grade**  
 (Formal: 18 – 20 pts)

**B/C Grade**  
 (Formal: 14 – 17.9 pts)

**D/F Point Grade**  
 (Formal: Below 14 pts)

<p><b>Government Structure</b>                  Republicanism                  Semi-Residential                  System of govt.                  Stable Since                  2014                  Government Stability</p>	<ul style="list-style-type: none"> <li>Type of Government that controls country is stated &amp; explained                      Example: The USA is a Federal Republic with a strong Democratic tradition.</li> <li>Political Pressure Groups &amp; Leaders</li> <li>Who is the head of your IBP government</li> <li>Elections / Appointment Process is explained</li> <li>Example: Presidents in the United States are elected to 4 year terms with a max of 8 years in which they can serve.</li> <li>An overview of the last 50 years is given. Any major changes to how that country operates (Russia switching from Communist to</li> <li>Level of corruption is documented / explained</li> <li>Level of Political Risk is given &amp; a comparison to previous years; as well as, other countries is documented</li> <li>Level of Political Stability (GE)</li> </ul>	<ul style="list-style-type: none"> <li>Type of Government that controls country is stated but not explained</li> <li>Current political regime is not listed</li> <li>No background information into how your IBP country structures its political process is explained.</li> <li>Government stability is hinted at but not explained. Example would be stating that presidents are elected every 4 years in the USA but no timeframe for how long that system has existed is given.</li> <li>No examples or acknowledgement of recent history is provided</li> <li>Corruption stats are given but no supporting evidence or world rankings given to add clarity</li> <li>Level of Political risk is only stated</li> </ul>	<ul style="list-style-type: none"> <li>Type of political system is only listed, no detail</li> <li>No current or background information relating to the current type of government is given</li> <li>Government stability is not provided</li> <li>No examples of former political process or systems are given</li> <li>Level of Corruption is either not provided or incorrect</li> <li>No level of political risk is given</li> </ul>
<p><b>Government control over trade</b></p>	<ul style="list-style-type: none"> <li>International organization participation (CIA)</li> <li>Political Globalization (GE)</li> <li>Level of government involvement relating to free trade is given(HF)</li> <li>Trade Balance (Export)</li> </ul>	<ul style="list-style-type: none"> <li>How active &amp; supportive the government is in regards to free trade is stated but no evidence is provided to prove statement</li> <li>Level of globalization is not mentioned or explained</li> </ul>	<ul style="list-style-type: none"> <li>No stats or evidence is given explaining how controlling the government is in regards to how that country conducts trade</li> <li>Paper displays a very limited or inconclusive portrayal of government when it comes to its stance on trade</li> </ul>
<p><b>Free Market Model</b>                  Governments control over private business</p>	<ul style="list-style-type: none"> <li>Level of Business Freedom (Taxes &amp; Process to start a business)</li> <li>From reading this section the viewer has a clear understanding of how your IBP country views privatization of business.</li> <li>Research State Owned Enterprise for ideas.</li> <li>Ex: Are privately owned industries, companies, corporations encouraged or are they state owned.</li> </ul>	<ul style="list-style-type: none"> <li>Level of Business Freedom is not discussed</li> <li>A vague understanding of how government regulates private business is given with little understanding of how it impacts their product/company specifically</li> </ul>	<ul style="list-style-type: none"> <li>Paper only briefly discusses governments role in business</li> <li>Paper lacks statistical evidence &amp; analysis</li> <li>No supportive evidence is given to prove how that government regulates private business.</li> </ul>
<p><b>Total Grade</b></p>	<p>Due Date: <u>October 25, 2016</u> Yes No</p> <p><i>*Informal / Effort Grade. Any rough drafts submitted with good intent will earn full credit. 2 points deducted for each day it is late.</i></p>	<p>Turned in late on: _____</p>	<p>/10 pts</p>

Rough Draft Turned in on Time

- **Key Concepts from book:** Be able to compare & contrast the four main types of political systems: Democracy, Republic One-Party States, & Theocracy.
- Be able to compare & contrast Statutory & Case Law. Understand the importance of Contract Law when conducting business overseas.
- Political Systems, Political Risk, Political Economic Movement, Corruption & Which Countries have high/low levels of it, Sustainability, & Kyoto Protocol

**Section II Part A**

3. Describe laws and/or governmental agencies that affect your business/product/service [i.e., labor laws, trade laws (U.S.A. and/or Canada and foreign)]

Sources: <a href="http://www.heritage.org/index/">http://www.heritage.org/index/</a> List of FTAs Asia: <a href="https://artc.adb.org/ta-country">https://artc.adb.org/ta-country</a> USA: <a href="https://ustr.gov/trade-agreements/free-trade-agreements">https://ustr.gov/trade-agreements/free-trade-agreements</a> Agencies: <a href="https://en.wikipedia.org/wiki/State-owned_enterprise">https://en.wikipedia.org/wiki/State-owned_enterprise</a>	A Grade <b>(Formal: 13.5 – 15 pts)</b>	B/C Grade <b>(Formal: 10.5 - 13.49)</b>	D/F Point Grade <b>(Formal: Below 10.5)</b>
<p><b>Laws &amp;/or Govt. Agencies that Impact your product</b></p> <p><i>Ministry of Health</i></p>	<ul style="list-style-type: none"> <li>• Paper provides an overview of agencies that impact a company / product in their IBP Country. At least two agencies are referenced. Example: Federal Trade Commission in the USA</li> </ul>	<ul style="list-style-type: none"> <li>• Paper provides a very limited scope of agencies that impact a product traveling overseas</li> <li>• Only agencies are mentioned with no real detail has to how they operate given.</li> </ul>	<ul style="list-style-type: none"> <li>• No government agencies impacting your IBP country are stated</li> <li>• An overview of laws that limit or restrict businesses in your IBP country are not provided</li> </ul>
<p><b>Labor Laws</b></p>	<ul style="list-style-type: none"> <li>• Labor Freedom (Heritage &amp; Global)</li> <li>• Regulatory Efficiency (Heritage)</li> </ul>	<ul style="list-style-type: none"> <li>• Labor laws that impact the workforce are stated but not explained. A vague understanding of how that law impacts a business is provided.</li> </ul>	<ul style="list-style-type: none"> <li>• Labor laws are listed but only minimally explained or not listed at all</li> </ul>
<p><b>Trade Laws</b></p> <p><i>Banking laws</i></p>	<ul style="list-style-type: none"> <li>• Trade Freedom: Actual score, world ranking, &amp; Comparison to the United States</li> <li>• Open Market Description (Heritage)</li> <li>• Free Trade Agreements (ABD)</li> </ul>	<ul style="list-style-type: none"> <li>• Only trade agreements are listed.</li> <li>• Limited understanding of how trade laws impact imports &amp; exports</li> </ul>	<ul style="list-style-type: none"> <li>• No trade laws or agreements are referenced</li> <li>• Paper does not provide a basic understanding of how trade impacts your IBP Proposition</li> </ul>
<p><b>Total Grade</b></p>			
<p>Rough Draft Turned in on Time</p>	<p>Due Date: <u>October 25, 2016</u> Yes</p> <p><i>*Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit. 2 points deducted for each day it is late.</i></p>	<p>No Turned in late on: _____</p>	<p>_____/10 pts</p>

**Key Terms from 4.1**

- Compare & Contrast Developed Countries (First World), Newly Industrialized Countries (Second World), & Developing Countries (Third World)
- Income Distribution Terms & Concepts: Lorenz Curve, Line of Absolute Equality, Line of Absolute Inequality, & Education (2 things education suggests)
- Population Concepts: Population Pyramid, Social Class, & Class Mobility

Source(s): CIA World Factbook: People & Mobility Section

**Section II Part B: Trade area and cultural analysis**

1. Geographic and demographic information, important customs and traditions, other pertinent cultural information, competitive advantages and disadvantages of the proposed product and/or service

	A Grade (Formal: 13.5 – 15 pts)		B/C Grade (Formal: 10.5 - 13.49)		D/F Point Grade (Formal: Below 10.5)	
<b>Geographic Information</b>	<ul style="list-style-type: none"> <li>Climate, Terrain, Natural Resources, Natural Hazards that may affect your company, &amp; environment.</li> <li>Information relating to transportation of goods: airport, rail port, &amp; trucking stated &amp; explained</li> <li>Population pyramid is broken down so that the most largely populated groups are identified &amp; targeted (Gender/Age)</li> <li>Median Age</li> <li>Infant Mortality Rate</li> <li>Birth Rate</li> <li>Population growth rate</li> <li>Ethnic groups with corresponding %'s (race)</li> <li>Education Attainment (Education)</li> <li>Social Class with average median income</li> <li>% living below the poverty line</li> </ul>	<ul style="list-style-type: none"> <li>Factors associated with geography are listed but their value is not explained</li> <li>Limited to No discussion of how transportation is impacted given</li> </ul>	<ul style="list-style-type: none"> <li>Geographical information is limited with factors that have no real value to your IBP country stated</li> </ul>			
<p><i>Add Population Size</i></p> <p><i>Age, Pyramid</i></p> <p><b>Demographic Information</b></p> <p><i>Muslim</i></p>	<ul style="list-style-type: none"> <li>Communication: Verbal &amp; Nonverbal</li> <li>Gift Giving v. Bribery</li> <li>Fashion / Dress</li> <li>Manners, Attitudes, Values</li> <li>Meeting basics / Negotiation Norms</li> <li>Religion</li> </ul>	<ul style="list-style-type: none"> <li>Only the largest population groups are identified</li> <li>No method of distinction between gender groups</li> <li>Factors such as median age &amp; birth rate are not provided</li> <li>Growth rate of population is stated as a statistic but its relevance is not explained</li> <li>Levels of income are either not provided or only hinted at</li> <li>Levels of education are not clear</li> <li>Some cultural traditions are given but not enough to provide an in-depth understanding of how that country functions.</li> <li>No customs / traditions are mentioned that related directly to the workplace</li> <li>Breakdown of religion is given but little to no explanation is given</li> </ul>	<ul style="list-style-type: none"> <li>Very little reference to customs &amp; traditions is provided</li> <li>The overall attitude &amp; values of the country are either limited in scope or missing altogether</li> <li>Religion is only mentioned as a factor but not explained</li> </ul>			
<p><i>Closed Friday</i></p> <p><b>Important Customs &amp; Traditions</b></p>	<ul style="list-style-type: none"> <li>Geert Hofstede's Model</li> <li>High or Low Context Culture</li> </ul>	<ul style="list-style-type: none"> <li>Hofstede's model is given in picture format with no explanation provided as to what it means</li> </ul>	<ul style="list-style-type: none"> <li>Limited to no added information given relating to your IBP country's culture</li> </ul>			
<b>Pertinent Cultural Information</b>						
<p><i>Last Paragraph of</i></p> <p><b>Competitive Advantages &amp; Disadvantages</b></p> <p><i>Section #1</i></p>	<ul style="list-style-type: none"> <li>Advantages &amp;/or disadvantages your company will encounter are clearly stated. With supporting evidence given</li> <li>Examples of Advantages: American Made Brand, Lower Costs, Fulfills market need</li> <li>Examples of Disadvantages: Added costs, transportation delays, government influence, etc..</li> </ul>	<ul style="list-style-type: none"> <li>Advantages &amp;/or disadvantages your company will encounter are clearly stated. Limited supportive evidence provided</li> </ul>	<ul style="list-style-type: none"> <li>Competitive advantages &amp; disadvantages are hinted at but not clearly stated as such.</li> <li>No evidence or statistical data is given explaining advantages that exist.</li> </ul>			

**Total Grade** \_\_\_\_\_ /10 pts

Rough Draft Turned in on Time  Due Date: October 25, 2016 Yes  No  Turned in late on: \_\_\_\_\_ /10 pts

*\*Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit. 2 points deducted for each day it is late.*

**Action II Part B: Trade area and cultural analysis**

2. Analysis of the potential location—importance and requirements of each trade document required by the U.S.A. and/or Canada and the country of choice (Export & Import Documentation (GE))

<p><b>Helpful Sites:</b>  <a href="http://www.theglobaleconomy.com/">http://www.theglobaleconomy.com/</a>                      (Other Indicators Sections)</p>	<p><b>A Grade</b>                      (Formal: 13.5 – 15 pts)</p>	<p><b>B/C Grade</b>                      (Formal: 10.5 - 13.49)</p>	<p><b>D/F Point Grade</b>                      (Formal: Below 10.5)</p>
<p><b>Analysis of the Potential Location:</b>  <a href="http://www.doingbusiness.org/rankings">http://www.doingbusiness.org/rankings</a></p> <p><b>Doing Business in IBP Name Example: Germany:</b>                      Country Commercial Guide  <a href="http://www.export.gov/ccg/index.asp">http://www.export.gov/ccg/index.asp</a></p>	<ul style="list-style-type: none"> <li>The selection of your IBP country is proven effective based on statements made in this section</li> <li>Examples of information that could be presented in this section include:                              Country is geographically in a good region for transportation (airport or seaport nearby), climate assists with need/production of product, there is an adequate level of capable employees available, etc..</li> </ul> <p>Trade between your IBP country and the United States is easy &amp; encouraged</p> <p>Paperwork required for trade is minimal or easy to complete.</p>	<ul style="list-style-type: none"> <li>The selection of your IBP country is proven effective</li> <li>Factors associated with the potential of your IBP Country's location are stated and explained but only 1 or 2 reasons are given to support.</li> </ul> <p><i>- Growing Population</i></p> <p><i>- Promising Economy</i></p>	<ul style="list-style-type: none"> <li>The selection of your IBP country seems viable but a clear rationale for how the actual location of your country is beneficial is not given.</li> <li>Supporting evidence of location selection is minimal to none.</li> </ul>
<p><b>Required Trade Documentation between IBP Country &amp; United States</b></p> <p><b>Common Trade Documents:</b>  <a href="http://www.export.gov/logistics/eg_main_018121.asp">http://www.export.gov/logistics/eg_main_018121.asp</a>                      Bill of Lading (B/L), Airway Bill (AWB), Certificate of Origin, Certificate of Content, Letter of Credit (LC), &amp; Insurance Policy Certificate</p> <p><b>American Free Trade Agreements:</b>  <a href="http://www.export.gov/FTA/index.asp">http://www.export.gov/FTA/index.asp</a></p>	<ul style="list-style-type: none"> <li>Specific trade documents between your IBP country and the United States are referenced if applicable</li> <li>Whatever paperwork a company would need to transport items from the United States to your IBP country are given &amp; explained.</li> </ul> <p><i>- Weight list - Bill of Exchange</i></p> <p><i>- Commercial Invoice</i></p>	<ul style="list-style-type: none"> <li>Only 1 or 2 examples of trade documents are given and purpose of such document is explained.</li> <li>Paper does a good job explaining the form needed, why it is needed, and how it is used; however, it only does that for 1 or 2 forms of documentation.</li> </ul>	<ul style="list-style-type: none"> <li>No mention of trade documentation or a very generic attempt at trade documentation is presented.</li> <li>Example would be paper simply states a certificate of origin and bill of lading would be required.</li> </ul>
<p><b>Rough Draft Turned in on Time</b></p>	<p><b>Total Grade</b></p>	<p>Due Date: <u>October 25, 2016</u> Yes <input type="checkbox"/> No <input checked="" type="checkbox"/></p> <p>Turned in late on: _____</p> <p><i>*Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit. 2 points deducted for each day it is late.</i></p>	<p>_____/10 pts</p>

Comments: