

InternationalCounter-trade国际对销贸易 PDF转换可能丢失图片或格式，建议阅读原文

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Counter-trade is an umbrella (general) term covering all forms of trade whereby a seller (e.g. an exporter) or an assignee is required to accept goods or services from the buyer (e.g. the importer or the importing country) as either full or partial payment. International counter-trade is a practice whereby a supplier commits contractually as a condition of sale to reciprocate and undertake certain specified commercial initiatives that compensate and benefit the buyer. While the manner in which the transaction is structured and the assets are exchanged may vary in different compensatory transactions such as barter, buyback, counter-purchase, and offset the distinctive feature of these arrangements is the mandatory performance element that is either required by the importer or is made necessary by competitive considerations. It is a peculiar form of transaction allegedly popular in less developed countries and in centrally planned economies. It is then often associated with policy objectives in these economies. [参考译文]对销贸易是所有要求卖方(即出口商)或受委托人接受买方(即进口商或进口国)商品和劳务作为全部或部分支付款项的贸易术语总称。国际对销贸易的作法是,供应商以协议的形式承诺,作为销售条件,互惠交换货品,并承担规定的商业性主动行为,给买方以补偿和利益。虽然这种组织交易和交换资材的作法因不同的补偿贸易形式如易货贸易,回购,互购和抵消而异,但这些协议的一个特征是其强制性实行的成分,即:或是进

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