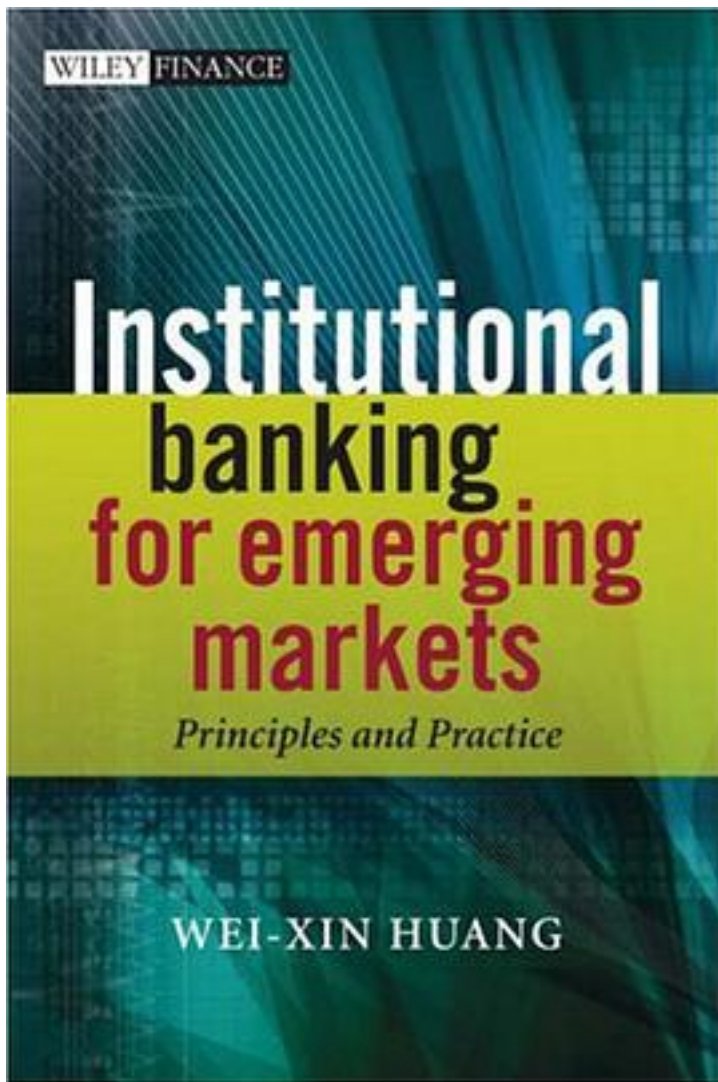


# Institutional Banking for Emerging Markets



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著者:Wei-Xin Huang

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In today's competitive banking industry, institutional banking is attracting greater interest. Under the globalization umbrella, inter-bank business is undergoing dynamic change and is transcending the boundaries of traditional correspondent banking. In today's climate, no bank, regardless of size, can grow without the cooperation of other banks and no bank can hope to survive and prosper without utilizing emerging markets. Institutional banking in emerging countries has some unique functions: for example, problem solving is heavier and more crucial in emerging markets than in developed countries, given the irregularity of the market and non-transparency of the financial/legal systems. Moreover, it is particularly necessary to forge good relationships, day-to-day contact and personal communication, to provide better chances for product marketing and risk management. Products are therefore tailor-made and adapted as the situation dictates, a successful lesson for one case in one country cannot necessarily be repeated in another. Huang provides a systematic framework for the subject combining both principles and practice. The direct experience of the author, allows him to write authoritatively about the subject with academic vigour as well as a large amount of practical knowledge which only a practitioner can provide. The book contains numerous real life examples and case studies to allow the reader an insight into how Institutional Banking actually works in the real world. The book also contains a supplementary CD which includes chapter summary's and further information. Note: CD-ROM/DVD and other supplementary materials are not included as part of eBook file.

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