

SECTION 14

PRINCIPLES AND PRACTICE OF THE MANAGEMENT OF TRADE INSURANCE

CHAPTER I ORGANIZATION PRINCIPLES

CHAPTER II THE CANADIAN PERSPECTIVE

CHAPTER III MANAGEMENT OF MEDIUM TERM INSURANCE

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OF AN I.T. TRADE INSURANCE SYSTEM**

CHAPTER I

ORGANIZATION PRINCIPLES

- Shared vision of objectives at all levels
- Good communication throughout the organisation
- Sound and comprehensive information systems
- Profitable performance as a key value
- Customer-driven business orientation
- Openness to outside influences
- Willingness to undertake new projects and programs
- Strong, consistent leadership
- Commitment to recruiting the best people
- Progressive Human Resources Development practices