

Fold each printed sheet in half lengthwise. The left side of the document will list the term and the right side will list the definition. Tape or staple the open edges of your flashcards. Cut out your flashcards on the solid lines indicated and fold them on the dotted lines.

<p><b>Module 7</b> <i>Section A: Characterize the International Environment and Global Infrastructure</i></p>
<p><b>Term</b> Importer of record (IOR)</p>
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The entity responsible for ensuring the imported/exported goods comply with local laws and regulations, for filing the documentation for duty entry, and for paying any associated import duties or taxes.

<p><b>Module 7</b> <i>Section A: Characterize the International Environment and Global Infrastructure</i></p>
<p><b>Term</b> Substitutability</p>
<p>APICS CLTD Learning System <span style="float: right;">© 2025</span></p>

When a buyer can purchase similar products from different suppliers. Increases the buyer's power because the buyer doesn't have to rely on just one supplier.