



Essentials of Exporting

Anyone contemplating selling overseas needs to understand about the export process. This one-day seminar aims to take the fear out of exporting by highlighting the benefit to potential exporters and newcomers to export of the value of adequate preparation and of accessing sources of free help and guidance.

The programme

This one-day course introduces delegates to the world of exporting with its specialist vocabulary, documentation and range of service providers. A number of practical everyday examples will be used to help you understand the processes involved.

- Trading within the EU
- Trading outside the EU
- Export procedures and documentation
- Rules of origin
- The jargon
- Freight forwarding
- Sources of expert advice.
- Incoterms: the ins and outs

Who should attend?

- Managers and personnel in sales and marketing to overseas markets.
- Logistics and Materials Managers and personnel
- Supervisors, Managers and other senior personnel who have responsibility for international procurement.

Benefits of Attending

- Understand the basic legal principles underlying international trade
- Avoid exposing your organization to unintended and potentially costly risks
- Deal more confidently with suppliers from overseas
- Ensure that your organisation gets the protection it needs.
- Learn how to exercise control of the supply chain
- Identify areas of cost that can be controlled or eliminated