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is specially designed to inculcate a deeper understanding of how to be successful in the export business Inside several case studies help the readers to make correlations with the real problems so that readers can easily understand how to solve the problems of export business All the chapters are sequentially interlinked allowing readers to manage the export business step by step STRATEGIES THAT WORKS FOR EXPORT Who does not want to be successful in the export business Did you know that 12 important steps can create a road map to achieve the desired results in the export business Please read Chapter 4 very carefully to learn these effective 12 steps for successful export FINDING WINNING PRODUCTS At first buyers show interest in the product And the truth is that every product is saleable but no one can offer everything to a customer at once Therefore export sales success depends on offering the right product This book guides you as to what are the products that you can choose to export from a developing or developed country FINDING TARGET FOREIGN MARKETS Almonds cannot be exported to any country which holds the top position in the world in terms of its production Finding an overseas market is a matter of developing a good marketing plan This book helps to create a framework for developing a marketing plan FINDING FOREIGN CUSTOMERS No business can be imagined without a buyer This is the most challenging job of the business aspect Finding overseas customers can be a cumbersome process without knowing the proper equipment This book guides you in finding customers in two ways Online and Offline Read Chapter 8 with Case Studies COMPETITIVE EXPORT PRICING Studies show that cost pricing ranks fifth among the top 20 reasons startups fail Take the help of this book to calculate the total export price INTERNATIONAL BUSINESS COMMUNICATION The art of explaining your business message leads to getting an export order Learn this art effectively in Chapter 10 of this book FEARLESS RELEASING THE FIRST EXPORT SHIPMENT The first export shipment is like a dream come true Sometimes even many professionals do not know the exact process of releasing the first export shipment Chapter 10 has been specially prepared to solve this problem PAYMENT RISK MANAGEMENT HANDLING VARIOUS EXPORT PROBLEMS Every business works to earn money profit What if the payment for an export shipment gets stuck This may ruin the entire business of a startup Chapter 14 explains the different types of International Business Risk Management Read Chapter 15 to learn how to deal with various export problems of FTP Customs FEMA etc TEST YOUR EXPORT KNOWLEDGE Appendix I helps build confidence to take the first Export-Import Theory, Practices, and Procedures Erdener Kaynak, Belay Seyoum, 2014-05-22 step towards success Learn the ins and outs of the export import business Export Import Theory Practices and Procedures is a comprehensive and in depth analysis of international trade theories and techniques International trade professionals researchers students and members of chambers of commerce will benefit from concepts and theories that explain international trade operations and give clearly defined goals and procedures for your business This excellent text offers chapter summaries references World Wide Web addresses and features learning aids such as figures tables vignettes and other illustrations to help you compete in the global marketplace and better educate students in the field With this informative text you will explore trade agreements

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Zodl,1992 **Export and Import Documentation and Procedures** J. Senthilvelmurugan,S. Mahalakshmi,2013-08-07 Import Export Documentation and Framework Foreign Exchange Regulations and Formalities Custom Clearance of Export and Import Cargo Export Order Export Promotion Measures Import Documentation and Procedures **Export Today**,1999 Export-import Procedures & Documentation Tian Wah Goh,1988

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