

# Building An Import Export Business 4th Edition

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many of us have somewhere deep in our hearts a wish to become entrepreneurs due to the unavailability of the right information many of us were unable to venture into this promising segment of international trade and remained confined to meeting our day to day needs this book is an attempt to bring much needed information in one place to enable a prospective entrepreneur to venture into international trade this book tries to bridge the crucial knowledge gap and provide information on areas related to international trade this book enables prospective entrepreneurs to have a know how of legal requirements the ways to find markets buyers the requirements of different countries the risk involved and the risk mitigation measures the documentation and the process involved

this indispensable guide for succeeding in international trade is packed with valuable insights and practical advice for tapping into the lucrative global market

this book gives you a clear picture of an export business and how to start the export business with 100 practical exercises the book will give a step by step procedure with easy english teaches the procedures to follow to setup an export business for budding exporters start from what is meant by export the book explain about how to select the products how to negotiate with payment terms and how to fix the price for our products and how to avoid fake enquiries how to avoid losses in the export business delivery terms how to deal with shipping agents etc this a z guide for export business will definitely help the budding exporter to start their export firm successfully and for getting orders following topics are discussed in detail in this book 1 introduction 2 why we have to start a business 3 what is meant by export business 4 why we have to do export business 5 basic qualifications for doing export business 6 types of export business 1 manufacturing exporters 2 merchant exporters 3 service exporters 4 project exporters 7 types of business exercise 8 how to select product for export business exercise 9 harmonized system code hs code exercise 10 how to name the export firm 11 how to get orders in export business 12 e commerce what is meant by website domain name exercises few recommendations important informations that should not be avoided in the website 13 search engine optimization seo exercise 14 e mail marketing exercise 15 fake enquiries and frauds in export business 16 how to identify fake inquiries in export business 17 how to select the suppliers 18 how to get the buyers 19 documents required for export business 20 documents required for shipments 21 how to fix the price for export products 1 ex factory price 2 freight on board fob price 3 cost freight price cfr price 4 cost insurance freight price cif price 5 rules for price fixing 6 exercise 22 payment terms in export business 1 advance tt payment 2 letter of credit lc 3 documents against payment dp 4 documents against acceptance da 5 cash against documents cad 23 factors affecting the order taking 24 how to convince the buyer to get the order 25 how to send the samples to the buyers 26 role of a banker in export business 27 role of logistics in export business 28 role of agents in export business clearing house agents cha freight forwarding agents liners 29 how to convince the importer for our payment terms 30 how to convince the importer for our delivery terms 31 types of containers 32 important parameters in export 33 risk management 34 export credit guarantee council ecgc 35 role of government and government bodies in export business 36 service departments in india for promoting export business 37 important activities that should do before starting an export business 38 important websites for export business 39 are you ready for export business 40 few words for budding exporters

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