

Export Pathways Program Schedule 2004

WORKSHOP	TIME	DATE	COST
Developing a Capability Statement covers the definition of international competitive advantage and an understanding of the steps in developing export capability.	8.30 am to 12.30pm	28-Jan-04	\$22.00 Incl.\$2.00 GST*
Market Research covers the collection of market research data to determine target markets.	8.30am to 4.30pm	25-Feb-04	\$45.00 Incl.\$4.09 GST*
Export Market Planning covers the development of a business plan and a range of market entry strategies.	8.30am to 4.30pm	31-Mar-04	\$45.00 Incl.\$4.09 GST*
Raising Private Capital for Export covers the capital raising process, the venture capital life cycle and becoming investment ready.	8.30 am to 12.30pm	28-April-04	\$22.00 Incl.\$2.00 GST*
E-Business for Exporting covers the ways in which information technology can work for exporters including increasing business efficiencies, improved communications with clients and better promotion of products.	8.30 am to 12.30pm	26-May-04	\$33.00 Incl.\$3.00 GST*
Logistics of Exporting deals with costing for exporting, the use of freight forwarders, methods of exporting freight consignments, the use of dangerous goods declarations and needs associated with perishable goods.	8.30am to 4.30pm	30-June-04	\$45.00 Incl.\$4.09 GST*
Export Documentation & Incoterms covers the common documents used in the export of consignments. It also deals with the definition of international trading terms including the implications for the buyer and seller.	8.30am to 4.30pm	28-Jul-04	\$45.00 Incl.\$4.09 GST*
International Finance for Exporters covers the issues of pre-shipment finance, banking terms and forms of exchange, foreign currency risks and how to quote for export orders, methods of payment and export insurance.	8.30 am to 12.30pm	25-Aug-04	\$22.00 Incl.\$2.00 GST*
Market Specific Intelligence Experienced exporters will receive up to date intelligence in a specific market relevant to their industry. Information on international competition, distribution and promotional strategies and cultural and negotiation practices are also covered.	8.30 am to 12.30pm	29-Sept-04	\$22.00 Incl.\$2.00 GST*
* GST (Goods & Services Tax) is a Commonwealth Government Tax			



Queensland Government State Development

Fast Fax Registration Form

5583 7591 (Fax)

Business Name:

(if Applicable)

Address: PO Box:

Street:

Email:

Telephone: Fax: Mobile:

Name of Workshop:

Please register the following persons for the above workshop/s:

Attendees:

(1)

(2)

(3)

Please debit my Credit Card for the total amount of: \$

Credit Card Type: Bankcard Visa MasterCard

Credit Card No: **Expiry Date:**

Name on Credit Card:

Credit Card Security number: _ _ _ (This 3 Digit number is printed on the back of the credit card following the credit card number)

Signature: (Card holder)

If paying by cheque:

**State Development Centre Gold Coast
PO Box 3290, Australia Fair
SOUTHPORT QLD 4215**

Workshop Location:

**Connaught Centre, 26 Marine Parade
SOUTHPORT
Ph: 5583 7599**

Privacy disclaimerThe personal information collected from this form, that is your name and contact details, may be used for the following purposes:
1. to send financial receipts to you;
2. to notify you of any cancellations of workshops and seminars; and
3. if you have indicated that you wish to be informed of future seminars and workshops, to provide you with notice of such events.
Other information gathered is for internal purposes to improve the quality of training and determine the products and services the Department will deliver. It is for statistical purposes and your contact details are not recorded as part of this use.
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