



E. The Art & Science of *EXPORT CONSORTIA*

Training Contents :

1. Selection of export consortia members : socio - scientific selection "MATRIX".
2. Constitution & registration of export consortia.
3. Product selection of export consortia.
4. Code of conduct.
5. Sharing of orders.
6. Dividing responsibilities.
7. Business plan of export consortia.
8. Banking & export consortia.
9. Joint programs - purchase & sales (22 Activities).
10. Common Facility Centre (CFC).
11. Export country Matrix.
12. Price matrix.
13. Export consortia as a "USP".
14. Newsletter.
15. Mobilising press.
16. Networking team.
17. Funding sources.
18. Long term & short term projects.



Duration of course : 2-3 Days

Timing : 10 AM to 2 PM or 2 PM to 8 PM

Location : Your country

Faculty : Jagat Shah, Certified Management Consultant (CMC), MBA & Certified Cluster practitioner.
Trade representative of Govt. of Manitoba, Canada in India.

- ⊃ 22 years of experience in international trade management & cluster development.
- ⊃ Conducted 300+ training programs in 40+ countries, attended by 15400+ companies.
- ⊃ Led 80+ trade delegations for buyer seller meet & business match making abroad.
- ⊃ Founder & CEO - Global Network : www.globalnetworkindia.com
- ⊃ Founder & Mentor - Cluster Pulse : www.clusterpulse.org
- ⊃ CV : www.globaljagat.com

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