

Export Management Advanced Training Program - Globalize & grow your business overseas

Export Manager Advanced Training Program

Special Edition

- ✓ Grow business overseas with practical insights
- ✓ World-class professors & experts
- ✓ Quality training by accredited German institutions
- ✓ Maximize resources with flexible schedule
- ✓ Trade Leadership Scholarship

| December 2018 | | | | | | |
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For any queries, please contact
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(+84) 906 409 332

Apply now for tuition scholarship

Apply at http://bit.ly/emathcmc_2018



Application deadline
November 28, 2018

APPLY NOW!

Organized by **promoting sustainable global trade**
hinrich foundation



UNIVERSITÄT LEIPZIG

International Markets & Value Proposition Dec. 1 - Dec. 2

| Calendar | Alarm | Topics | Speaker |
|----------|--|--|----------------|
| Dec. 01 | 9:00 am – 6:00 pm | International Business Models Market research | Utz Dornberger |
| Dec. 02 | 9:00 am – 1:00 pm 2:00 pm – 4:00 pm | Pitch training Networking | |

International Business Acceleration Dec. 6

| Calendar | Alarm | Topics | Speaker |
|----------|-------------------|---------------|---------|
| Dec. 6 | 9:00 am – 6:00 pm | Pitch contest | AHK |

Market Entry Strategies Dec. 3-9

| Calendar | Alarm | Topics | Speaker |
|------------|---------------------|--|-----------------|
| Dec. 3 - 7 | Open, 1 hour / team | 1-on-1 export coaching | |
| Dec. 8 | 9:00 am – 6:00 pm | Distribution channels / International Marketing | Gunnar Kassberg |
| Dec. 9 | 9:00 am - 1:00 pm | Networking / Trade fairs | |

Online course

| Calendar | Topics | Speaker |
|----------|---|--|
| Module 1 | Export sales & negotiation | International Trade Center's SME Trade Academy |
| Module 2 | Introduction to cross-border contracts | |
| Module 3 | Introduction to supply chain management | |