

# **Start Your Own Export Business, Guidelines for Exporters**

**[Just For Starters: How To Start Your Own Export Business \(3rd Edn.\)](#)**

**Author:** NIIR Board

**Format:** Paperback

**Book Code:** NI44

**Pages:** 352

**ISBN:** 9789381039045

**Price: Rs. 525.00 US\$ 75.00**



Entrepreneurship helps in the development of nation. A successful entrepreneur not only creates employment for himself but for hundreds. Deciding on a right project can lead you to the road to success. Entrepreneurship is one of the critical decisions to be made and it involves number of risk and has its own advantages also. But the charm of being a master of you is always above any other form of work. To start you own venture you have to decide on many things. Starting a business involves planning, making key financial decisions and completing a series of legal activities. To run a successful business, you need to learn all about your existing and potential customers, your competitors and the economic conditions of your market place. The small industries sector plays a vital role in the industrial development of the recent globalization process. In both developed and developing countries, the Government is turning to small and medium scale industries and entrepreneurs, as a means of economic development and a veritable means of solving problems. It is a seedbed of innovations, inventions and employment. Any unit or new entrepreneur, establishing or implementing the project needs a complete set of plan and finance for making it successful. Startup India Stand up Our Prime Minister unveiled a 19-point action plan for start-up enterprises in India. Highlighting the importance of the Standup India Scheme, Hon'ble Prime minister said that the job seeker has to become a job creator. Prime Minister announced that the initiative envisages loans to at least two aspiring entrepreneurs from the Scheduled Castes, Scheduled Tribes, and Women categories. It was also announced that the loan shall be in the ten lakh to one crore rupee range. A startup India hub will be created as a single point of contact for the entire startup ecosystem to enable knowledge exchange and access to funding. Startup India campaign is based on an action plan aimed at promoting bank financing for start-up ventures to boost entrepreneurship and encourage startups with jobs creation. Startup India is a flagship initiative of the Government of India, intended to build a strong ecosystem for nurturing innovation and Startups in the country. This will drive sustainable economic growth and generate large scale employment opportunities. The Government, through this initiative aims to empower Startups to grow through innovation and design. What is Startup India offering to the Entrepreneurs? Stand up India backed up by Department of Financial Services (DFS) intends to bring up Women and SC/ST entrepreneurs. They have planned to support 2.5 lakh borrowers with Bank loans (with at least 2 borrowers in both the category per branch) which can be returned up to seven years. PM announced that "There will be no income tax on startups' profits for three years" PM plans to reduce the involvement of state government in the startups so that entrepreneurs can enjoy freedom. No tax would be charged on any startup up to three years from the day of its establishment once it has been approved by Incubator. You do not need to be a genius to run a successful business, but you do need some help. And that is exactly what this book is, a guide into the stimulating world of business ownership and management. This book basically deals with the preliminary steps, registration of the firm, organizational export assistance, selection of a product for export, obtaining a export licence, identification of export market, export environment, export marketing assistance, basis of export marketing, export potential products, packaging and labelling , export assistance and facilities, processing of an export order, export sales contract, negotiations for export business tips for success, new developments in business to business marketing, the evolution of strategic management, thirty six trends for the new

millennium etc. This book will help you to handle all aspects of running your own business. This is very useful book for new entrepreneurs. You will see how your dream to be your own boss becomes a reality.

## Secrets for Making Big Profits from Your Business with Export Guidelines

**Author:** NIIR Board

**Format:** Paperback

**Book Code:** NI106

**Pages:** 270

**ISBN:** 8178330466

**Price:** Rs. 400.00 US\$ 50.00

Hundreds of thousands of people start their own businesses every year, and untold more dream about the possibility of becoming their own bosses. While entrepreneurship has its many potential rewards, it also carries unique challenges. Entrepreneurship is an act not a born tact, you need to understand the environment to set up an enterprise of you own. Setting up a business requires many things like understanding yourself, understanding market and availing funds are certain basic things that one must mandatorily know before making a business decision. To start a business of your own you need to understand the environment to set up an enterprise of you own. Starting a business involves planning, making key financial decisions and completing a series of legal activities. To run a successful business, you need to learn all about your existing and potential customers, your competitors and the economic conditions of your market place. Entrepreneurship helps in the development of nation. A successful entrepreneur not only creates employment for himself but for hundreds. Deciding on a right project can lead you to the road to success. The purpose of this book is to enrich the people with an understanding of the entrepreneurial process. There is no presumption, however, that entrepreneurship can be taught, because entrepreneurs have their own peculiar way of doing things. Yet it is possible to help them be better prepared for transforming dreams in realities. Startup India Stand up Our Prime Minister unveiled a 19-point action plan for start-up enterprises in India. Highlighting the importance of the Standup India Scheme, Hon'ble Prime minister said that the job seeker has to become a job creator. Prime Minister announced that the initiative envisages loans to at least two aspiring entrepreneurs from the Scheduled Castes, Scheduled Tribes, and Women categories. It was also announced that the loan shall be in the ten lakh to one crore rupee range. A startup India hub will be created as a single point of contact for the entire startup ecosystem to enable knowledge exchange and access to funding. Startup India campaign is based on an action plan aimed at promoting bank financing for start-up ventures to boost entrepreneurship and encourage startups with jobs creation. Startup India is a flagship initiative of the Government of India, intended to build a strong ecosystem for nurturing innovation and Startups in the country. This will drive sustainable economic growth and generate large scale employment opportunities. The Government, through this initiative aims to empower Startups to grow through innovation and design. What is Startup India offering to the Entrepreneurs Stand up India backed up by Department of Financial Services (DFS) intends to bring up Women and SC/ST entrepreneurs. They have planned to support 2.5 lakh borrowers with Bank loans (with at least 2 borrowers in both the category per branch) which can be returned up to seven years. PM announced that "There will be no income tax on startups' profits for three years" PM plans to reduce the involvement of state government in the startups so that entrepreneurs can enjoy freedom. No tax would be charged on any startup up to three years from the day of its establishment once it has been approved by Incubator. This book majorly deals with the advent of quality management & its impact on marketing, total quality management, measuring customer satisfaction, pitfalls of the traditional approach, customer value management, marketing research for new ventures, implications of market research and competitive analyses, new developments in business to business marketing , relationship building in key account management, enlarging domain of marketing, finance for exports, understanding world trade environment, global marketplace of the nineties, business



environment and political variables analysis, dimensions of political environment and so on. Consequently the book is organized to explore the nature of entrepreneurship, provide models for new venture creation and describe way to help entrepreneurs succeed. The book contains different parameters, procedures and facilities provided by central and state Govt. The book can prove to be a useful compendium for anybody wanting to setup a small scale unit.

## [Directory/ Database/ List of Importers in India \(5th Edition\)](#)

**Format:** CD-Rom

**Book Code:** NID21

**Price:** Rs. 3,599.00 **US\$** 150.00

ABOUT: Today much of the world's economy is based on the ability of countries to import and export goods to each other. This global economy is vital to allowing the exchange of technology and goods and relies upon a network of importers and exporters to ensure that goods can flow freely and be available to meet the ever growing demand of the public. In order to keep track of the most reputable importers, we have created Database of Importers. Perhaps no other question is asked more frequently by exporters than "Where and how can I find importers??"

Database of Importers is a perfect starting point for international exporters, manufacturers, traders and merchants looking to establish direct contacts with overseas customers. This Directory contains the latest and complete information about your potential business partners in several countries. The importers information listed in Buyers Directory has been collected from very reliable sources like electronic media, embassies and different association of concerned countries .Having in view the export promotional programme, our dedicated team has compiled Buyers Directory with hard work, efforts and devotion. The Directory contains the most comprehensive database of importer information. We at NPCS collect data from around the world, and then classify the raw data into the kind of intelligent categories that companies around the world use to:

- Find new importers, new markets and new business opportunities
- Enhance international trade
- Support sales & marketing.

Directory/ Database/ List of Importers in India (5th Edition) Contains over 6,000 records of Importers in India. Details Includes: Company Name (6,000), Contact Person (5,500), Postal Address (6,000), Phone No. (6,000 Landline or Mobile), Fax (4,400), E-mail (5,000), Website (4,100). Note: All Records does not contain all fields of information. However, maximum information has been incorporated.

Format: MS Excel



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## [Directory/ Database/ List of Exporters in India \(4th Edition\)](#)

**Format:** CD-Rom

**Book Code:** NID22

**Price: Rs.** 4,366.00 **US\$** 150.00

Offline Business directory is the best thing in today's business world. If you are searching for Buyers, then this Directory/Database is the perfect tool for you. By having the right business leads, you would be able to have immediate communication with prospective businesses, partners and customers through this boundless list of Exporters in India in excel format, .xls We offer an extensive suite of Directories/ database to assist you in reaching the right businesses and people quickly and easily. Business Directories are used for sales planning, finding Buyers and marketing research to perform business analysis. With our company database/Directory, you will have access to company list. You will find a business list consisting of company contact details. We compiled list of companies in excel format to give you access to over hundred thousands of major & minor businesses and companies. From small business to Corporate Houses, our data is complete with business contact information to help you connect with the right companies or buyers. This database collection is a great resource for those suppliers who offer their goods and services to Exporters in India like, Companies, Industries, Manufacturers, Traders, Buying Houses, Buying Agents, Traders, Wholesalers, Retailers, Cargo Shipper, Clearing Agents, Travel Agents, Custom House Clearing Agents, Bank, Money Exchanger, Packaging Material Suppliers, Plant & Machinery Suppliers, Office Equipment Suppliers, Office Furniture Suppliers, Mobile Companies, Raw Material Suppliers, Advertisement Agencies, Office Stationery Suppliers, Transporters, Courier Companies, IT, Software Companies, Placement Companies, Labour Contractors etc. Information in this database contains over 38,500 records of Exporters in India. Details Includes: Company Name (38,500), Contact Person (34,200), Postal Address (38,500), Phone No. (37,700 Landline or Mobile), Fax (27,000), E-mail (28,100), Website (20,100). Note: All Records does not contain all fields of information. However, maximum information has been incorporated. Format: MS Excel



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## [International Buyers Directory \(Global / World Wide Importers Database\) 8th Edition](#)



**Format:** CD-Rom

**Book Code:** NID66

**Price:** Rs. 7,375.00 **US\$** 250.00

ABOUT: Today much of the world's economy is based on the ability of countries to import and export goods to each other. This global economy is vital to allowing the exchange of technology and goods and relies upon a network of importers and exporters to ensure that goods can flow freely and be available to meet the ever growing demand of the public. In order to keep track of the most reputable importers, we have created Database of Importers. Perhaps no other question is asked more frequently by exporters than "Where and how can I find importers?? Database of Importers is a perfect starting point for international exporters, manufacturers, traders and merchants looking to establish direct contacts with overseas customers. This Directory contains the latest and complete information about your potential business partners in several countries. The importers information listed in Buyers Directory has been collected from very reliable sources like electronic media, embassies and different association of concerned countries .Having in view the export promotional programme, our dedicated team has compiled Buyers Directory with hard work, efforts and devotion. The Directory contains the most comprehensive database of importer information. We at NPCS collect data from around the world, and then classify the raw data into the kind of intelligent categories that companies around the world use to:

- Find new importers, new markets and new business opportunities
- Enhance international trade
- Support sales & marketing.

International Buyers Directory (Global / World Wide Importers Database) 8th Edition Countries Covered :Afghanistan, Albania, Algeria, American Samoa, Andorra, Angola, Antigua and Barbuda, Argentina, Armenia, Australia, Austria, Azerbaijan, Bahamas, The, Bahrain, Bangladesh, Barbados, Belarus, Belgium, Belize, Benin, Bermuda, Bhutan, Bolivia, Bosnia and Herzegovina, Botswana, Brazil, Brunei, Bulgaria, Burkina Faso, Burundi, Cambodia, Cameroon, Canada, Chad, Chile, China, Colombia, Comoros, Congo, Democratic Republic of the, Congo, Republic of the, Costa Rica, Croatia, Cyprus, Czech Republic, Denmark, Djibouti, Dominica, Dominican Republic, Ecuador, Egypt, El Salvador, Eritrea, Estonia, Ethiopia, Finland, France, French Guiana, French Polynesia, Gabon, Georgia, Germany, Ghana, Greece, Guinea, Guyana, Haiti, Hong Kong, Hungary, Iceland, India, Indonesia, Iran, Iraq, Ireland, Israel, Italy, Japan, Jordan, Kazakhstan, Kenya, Korea (North), Korea (South), Kuwait, Kyrgyzstan, Laos, Latvia, Lebanon, Lesotho, Liberia, Libya, Liechtenstein, Lithuania, Madagascar, Malawi, Malaysia, Maldives, Mali, Malta, Mauritius, Mexico, Moldova, Monaco, Mongolia, Morocco, Mozambique, Namibia, Nepal, Netherlands, Netherlands Antilles, New Zealand, Niger, Nigeria, Norway, Oman, Pakistan, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Poland, Portugal, Qatar, Romania, Russia, Rwanda, Saint Kitts and Nevis, Saint Lucia, Samoa, Saudi Arabia, Senegal, Serbia and Montenegro, Seychelles, Singapore, Slovakia, Slovenia, South Africa, Spain, Sri Lanka, Sudan, Suriname, Swaziland, Sweden, Switzerland, Syria, Taiwan, Tajikistan, Tanzania, Thailand, Timor-Leste, Togo, Tonga, Tunisia, Turkey, Turkmenistan, Uganda, Ukraine, United Arab Emirates, United Kingdom, United States, Uruguay, Uzbekistan, Venezuela, Vietnam, Yemen, Zambia, Zimbabwe Contains: Over 89,000 Importers / Buyers. Details include Company's Name, Contact Person (49,200), Address (88,500), City (58,000), Zip/Postal Code (60,200), Phone (83,500 Landline/ Mobile), E-Mail (77,100), Fax No. (64,000), Website (27,000) and Product Description (86,500). Note: All Records does not contain all fields of information. However, maximum information has been incorporated. Format: MS Excel



# INDIAN BUYING HOUSES & AGENTS DATABASE / DIRECTORY

**Format:** CD-Rom

**Book Code:** NID119

**Price:** Rs. 2,950.00 **US\$** 100.00



Contains: 10,000 records Includes \*Company Name, Contact Person, Postal Address, City, Pin Code, Phone, \*Fax, \*E-mail, \*Website Address (\*Where ever Available) Note: All Records to not contain all fields of information. However, maximum information has been incorporated.

Format: MS Excel

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## About NIIR

**NIIR PROJECT CONSULTANCY SERVICES (NPCS)** is a reliable name in the industrial world for offering integrated technical consultancy services. NPCS is manned by engineers, planners, specialists, financial experts, economic analysts and design specialists with extensive experience in the related industries.

Our various services are: Detailed Project Report, Business Plan for Manufacturing Plant, Start-up Ideas, Business Ideas for Entrepreneurs, Start up Business Opportunities, entrepreneurship projects, Successful Business Plan, Industry Trends, Market Research, Manufacturing Process, Machinery, Raw Materials, project report, Cost and Revenue, Pre-feasibility study for Profitable Manufacturing Business, Project Identification, Project Feasibility and Market Study, Identification of Profitable Industrial Project Opportunities, Business Opportunities, Investment Opportunities for Most Profitable Business in India, Manufacturing Business Ideas, Preparation of Project Profile, Pre-Investment and Pre-Feasibility Study, Market Research Study, Preparation of Techno-Economic Feasibility Report, Identification and Section of Plant, Process, Equipment, General Guidance, Startup Help, Technical and Commercial Counseling for setting up new industrial project and Most Profitable Small Scale Business.

NPCS also publishes varies process technology, technical, reference, self employment and startup books, directory, business and industry database, bankable detailed project report, market research report on various industries, small scale industry and profit making business. Besides being used by manufacturers, industrialists and entrepreneurs, our publications are also used by professionals including project engineers, information services bureau, consultants and project consultancy firms as one of the input in their research.

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Sat, 18 Nov 2017 15:43:16 +0530