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Just For Starters: How To Start Your Own Export Business

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Author: Ajay Kumar Gupta
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About the Book

Exporting is one of the most promising ways for any business to step beyond local limits and reach global customers. It opens doors to new markets, wider recognition, and long-term business stability. This book begins by introducing readers to the core idea of exports such as how goods and services move from one country to another, what makes export business different from domestic trade, and why countless enterprises consider overseas markets as a major source of growth. The language is simple, practical, and designed to help even first-time entrepreneurs understand the fundamentals with ease.

The book further helps readers understand the wide scope and promising future that the export sector holds. It explains how evolving business practices, shifting customer preferences, and India's growing participation in global trade are opening new avenues for exporters across many product segments. It clearly describes how increasing global demand, better connectivity, and supportive trade policies are steadily creating more opportunities for newcomers to enter and grow in the export market.

The book covers a wide range of essential topics, drawn from the chapters listed in the contents, such as Organising an Export Firm, How to Start Export Business, Export Procedure, Export Product Planning, Registration of Exporters, Export Pricing and Costing, Export Documentation and Procedures, Export Finance, Export Contract, Foreign Currency & Exchange, GST on Exports, E-commerce Exports, and more. Each chapter is designed to simplify complex procedures, provide step-by-step clarity, explain documentation, and offer practical guidance for handling real-world export operations.

This book is highly recommended for aspiring entrepreneurs, MSME owners, business professionals and those planning to begin their journey in the export industry. Whether you are starting fresh or expanding an existing venture, this guide equips you with clear instructions, real-world insights, and the foundational knowledge required to build a successful export-oriented business.

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Contents

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