

Just For Starters: How To Start Your Own Export Business (3rd Edn.)

Author: NIIR Board

Format: Paperback

ISBN: 9789381039045

Code: NI44

Pages: 352

Price: Rs. 525.00 US\$ 75.00

Publisher: NIIR PROJECT CONSULTANCY SERVICES

Usually ships within **5** days

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.

Contents

1. Introduction
2. The Preliminary Steps
3. Registration of the Firm
4. Organizational Export Assistance
5. Selection of A Product for Export
6. Obtaining A Export Licence
7. Identification of Export Market
8. Export Environment
9. Export Marketing Assistance
10. Basis of Export Marketing
11. Export Potential Products
12. Where to Export
13. How to Export
14. Sales (Distribution) Channels Abroad
15. Knowledge of Foreign Exchange
16. Foreign Exchange Facilities to Exporters
17. Export Correspondence and Electronic Messaging
18. Trade Disputes
19. MDA-Marketing Development Assistance
20. Foreign Sales Agent
21. Export Pricing
22. Financing
23. Insurance to Exporters
24. Export Contracts

25. Packaging and Labelling
26. Quality
27. Transportation and Documentation
28. Fiscal Incentives for Exporting
29. Export Assistance and Facilities
30. Processing of an Export Order
31. Export Sales Contract
32. Negotiations for Export Business Tips for Success
33. New Developments in Business to Business Marketing
34. The Evolution of strategic management
35. Thirty six Trends for the New Millennium
36. Useful Addresses

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 various 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.

NIIR PROJECT CONSULTANCY SERVICES , 106-E, Kamla Nagar, New Delhi-110007, India. **Email:** npcs.india@gmail.com **Website:** NIIR.org

Thu, 25 Apr 2019 23:38:01 +0530