Table of contents

		BLZ
Part	A - Theory and processing	
Chani	ter 0 Provides and optimises import and/or export processes	15
0.1	Introduction	15
0.2	Objectives	15
0.3	Take care of and optimise import and/or export processes	16
0.4	Netherlands, import and export country	17
0.5	Import and export processes	18
0.6	The import and export process is as follows	20
0.7	Import and/or export?	22
0.8	Final assignment	23
Chapt	ter 1 Maps export markets (W1)	25
1.1	Introduction	25
1.2	Objectives	25
1.3	Forms of economic integration	25
1.4	General research methods	31
1.5	Sales research methods	34
1.6	Export plan visual	37
1.7	Step 1: NL exports	39
1.8	Step 2: The Three Questions	41
1.9	Step 3a: External analysis	44
1.10	Glossary	52
1.11	Final assignment	54
-	ter 2 Creating an export plan (W2)	57
2.1	Introduction	57
2.2	Objectives	57
2.3	Step 3b: Internal analysis	58
2.4	Step 4: SWOT analysis	66
2.5	Step 5: Business Model Canvas	70
2.6	Step 6: SMART Goals	74
2.7	Step 7: Action plan	78
2.8	Glossary	83
2.9	Final assignment	84
-	ter 3 Supports import processes (W3)	87
3.1	Introduction	87
3.2	Objectives	87
3.3	Why look for a new supplier?	88
3.4	The import process	88
3.5	Selection criteria	89
3.6	Collecting information on suppliers	90
3.7	Corporate social responsibility and sustainability	93
3.8	Examination of import duties, import bans and licences	94
3.9	Selection of suppliers and calls for tender	94
3.10	Collecting and analysing tenders	95
3.11	Preparation and negotiations	96 99
3.12 3.13	Glossary Final assignment	99 101
5.15	ו ווער עסטוצווווכוור	101

Ζ

Chapte	er 4 Manages import and/or export documents (W4)	105
4.1	Introduction	105
4.2	Objectives	105
4.3	National legislation	106
4.4	International law	106
4.5	Duties at customs	108
4.6	Import, transit and export of goods	109
4.7	(Temporary) storage	110
4.8	Customs certificates and licences	111
4.9	Government protection	112
4.10	Customs regulations	113
4.11	Documents	117
4.12	Origin documents	120
4.13	Single administrative document (SAD)	121
4.14	Exchange rate	126
4.15	Types of rates	129
4.16	Calculating with exchange rates	130
4.17	The EMU	132
4.18	International payment options	134
4.19	Choosing a payment method	139
4.20	Drafting up payment terms	140
4.21	Glossary	141
4.22	Final assignments	145
Chapte	er 5 Manages orders and shipment of goods (W5)	147
5.1	Introduction	147
5.2	Objectives	147
5.3	Vienna Convention on Contracts of Sale	147
5.4	The Incoterms 2020	148
5.5	Cost, risk and insurance	148
5.6	Incoterms summary	153
5.7	Calculating the cost price	155
5.8	Pricing factors	155
5.9	Incoterms	156
5.10	Export sales price calculation with different Incoterms	157
5.11	What are general terms and conditions?	163
5.12	Types of general terms and conditions	166
5.13	Transport modes	169
5.14	Intermediaries	173
5.15	Transport documents	176
5.16	Insurance in general	178
5.17	Transport insurance	179
5.18	Types of insurance	180
5.19	The insurance policy	182
5.20	Coverage	182
5.21	Premium	184
5.22	Handling and settlement of any damage	184
5.23	Liability of carriers	185
5.24	Transport conditions	187
5.25	Glossary	188
5.26	Final assignments	192

Chapter 6 Develops improvement proposals for import and/or export processes (W6)		195
6.1	Introduction	195
6.2	Objectives	195
6.3	Errors in the import and export process	195
6.4	Improvement proposals	197
6.5	Glossary	198
6.6	Final assignment	199

Part B - Practical assignments

Practical assignment 1: Preparation of assignment 'SPORTS'	203
Practical assignment 2: Introduction to the role of junior-manager international trade	207
Practical assignment 3: Context free assignment export plan	211

Part C - Skill assignments

Skill assignment 1: Giving and receiving feedback	219
Skill assignment 2: Giving a presentation	223
Skill assignment 3: Interviewing (cultural interview)	225
Skill assignment 4: Know your negotiating style	227
Skill assignment 5: Role-play 2nd hand car	231