



the dti

Department:  
Trade and Industry  
REPUBLIC OF SOUTH AFRICA

## INVITATION: INTRODUCTION TO EXPORTING TRAINING

The **Department of Trade and Industry (the dti)** in collaboration with **Provincial Stakeholders** invite potential Exporters to attend a three day Introduction to Exporting Training. The purpose of the training is to prepare SMEs for the successful expansion of their businesses into international markets.

The process started with export awareness and now followed by Introduction to Exporting Training covering the following export skills:

- Basic concepts of Exporting;
- The Export Environment;
- Comprehensive Export Cycle;
- Introduction to Export Marketing;
- Introduction to Export Administration and Logistics;
- Introduction to Export Finance;
- Basic Cost and Incoterms;
- Incentives and Financial Support Available; and
- Cultural and Business Ethics about Foreign Countries.

This training is geared to capacitate the companies to be export ready, preparing them to meaningfully exploit export opportunities.

There is **NO COST** for participating in this Exporter Development Programme. However, only companies with export potential will be selected.

Please be aware that only 50 companies will be accepted on a 'first come, first served' basis and preference will be given to those who fully attended Phase 2 (Introduction to Exporting) training.

***NB: The venue will be communicated to individuals that confirm attendance.***

The training is scheduled to take place as follows:

2016: INTRODUCTION TO EXPORTING			
DATES 2016	TIME	CITY/ TOWN	RSVP
10-12 Aug	08:00 – 16:00	Witbank	<b>Name:</b> Tshepo Maroga / Nomandla Boyce <b>Tel:</b> (012) 394 5624 / (012) 394 1312 <b>E-mail:</b> <a href="mailto:TMaroga@thedti.gov.za">TMaroga@thedti.gov.za</a> or <a href="mailto:NBoyce@thedti.gov.za">NBoyce@thedti.gov.za</a> <b>RSVP by:</b> 5 August 2016
17-19 Aug	08:00 – 16:00	Pietermaritzburg	<b>Name:</b> Tshepo Maroga / Harriet Mashubuku <b>Tel:</b> (012) 394 5624 / (012) 394 3845 <b>E-mail:</b> <a href="mailto:TMaroga@thedti.gov.za">TMaroga@thedti.gov.za</a> OR <a href="mailto:HMashubuku@thedti.gov.za">HMashubuku@thedti.gov.za</a> <b>RSVP by:</b> 15 August 2016
24-26 Aug	08:00 – 16:00	Kimberly	<b>Name:</b> Phina Mashilo / Nomandla Boyce <b>Tel:</b> (012) 394 1060 / (012) 394 1312 <b>E-mail:</b> <a href="mailto:PMashilo@thedti.gov.za">PMashilo@thedti.gov.za</a> or <a href="mailto:NBoyce@thedti.gov.za">NBoyce@thedti.gov.za</a> <b>RSVP by:</b> 22 August 2016
29-31 Aug	08:00 – 16:00	Cape Town	<b>Name:</b> Tshepo Maroga / Harriet Mashubuku <b>Tel:</b> (012) 394 5624 / (012) 394 3845 <b>E-mail:</b> <a href="mailto:TMaroga@thedti.gov.za">TMaroga@thedti.gov.za</a> or <a href="mailto:HMashubuku@thedti.gov.za">HMashubuku@thedti.gov.za</a> <b>RSVP by:</b> 25 August 2016
07-09 Sept	08:00 – 16:00	Pretoria	<b>Name:</b> Solomon Magagula / Nomandla Boyce <b>Tel:</b> (012) 394 1343 / (012) 3941312 <b>E-mail:</b> <a href="mailto:SMagagula@thedti.gov.za">SMagagula@thedti.gov.za</a> or <a href="mailto:NBoyce@thedti.gov.za">NBoyce@thedti.gov.za</a> <b>RSVP by:</b> 5 September 2016
14-16 Sept	08:00 – 16:00	Rustenburg	<b>Name:</b> Tshepo Maroga / Nomandla Boyce <b>Tel:</b> (012) 394 5624 / (012) 394 1312 <b>E-mail:</b> <a href="mailto:TMaroga@thedti.gov.za">TMaroga@thedti.gov.za</a> or <a href="mailto:NBoyce@thedti.gov.za">NBoyce@thedti.gov.za</a> <b>RSVP by:</b> 12 September 2016
21-23 Sept	08:00 – 16:00	Bloemfontein	<b>Name:</b> Phina Mashilo / Harriet Mashubuku <b>Tel:</b> (012) 394 1060 / (012) 394 3845 <b>E-mail:</b> <a href="mailto:PMashilo@thedti.gov.za">PMashilo@thedti.gov.za</a> or <a href="mailto:HMashubuku@thedti.gov.za">HMashubuku@thedti.gov.za</a> <b>RSVP by:</b> 19 September 2016
28-30 Sept	08:00 – 16:00	Boksburg	<b>Name:</b> Phina Mashilo / Nomandla Boyce <b>Tel:</b> (012) 394 1060 / (012) 394 3845 <b>E-mail:</b> <a href="mailto:PMashilo@thedti.gov.za">PMashilo@thedti.gov.za</a> or <a href="mailto:NBoyce@thedti.gov.za">NBoyce@thedti.gov.za</a> <b>RSVP by:</b> 26 September 2016

***NB: The venue will be communicated to individuals that confirm attendance.***