

# ONLINE TRAINING COURSE - AUSVEG AND BISNIS ASIA

## “Build Your Business Overseas - Like A Local.”

Improve your export capability by developing the skills that will make a difference with your customers in Asia and the Middle East. Learn how to build trusted relationships and progress a deal or opportunity with less friction.

### Who Should Register?

National Vegetable Levy paying grower-exporters with an interest in the markets of Japan, South Korea, Indonesia and the Middle East. The course is suitable for existing exporters who already have some experience and international contacts and want to optimise growth opportunities in these markets.

### Overview

AUSVEG and Bisnis Asia have developed an online learning course to give you an edge with your contacts and potential new customers in overseas markets. This course will review your current engagement skills with international customers in culturally sensitive export markets and show you how small adjustments to your personal style can make a big impact on your chances of success.

### Course Content

This course contains the following two e-learning Modules for each of the four markets of Japan, South Korea, Indonesia and the Middle East.

Each module will take between 30-60 minutes to complete. Please allow approximately one hour to do the prep work that is required. Once complete, you will be invited to attend one-hour Drop-in Session with Bisnis Asia's country experts.

#### Module 1:

#### Building Relationships

Learning Outcomes:

- Adjust your communication style
- Connect with target contacts
- Maintain your business relationships
- Be aware of how you present yourself in a different culture

#### Module 2:

#### Getting Deals Done

Learning Outcomes:

- Recognise cultural markers around an opportunity
- Determine how to spend your time and energy
- Adjust to navigate hierarchy
- Put your best foot forward

Timeline	Course	Registration Deadline
1 - 5 Feb	Japan	29 Jan
15 - 19 Feb	Korea	12 Feb
1 - 5 March	Middle East	26 Feb
15 - 19 March	Indonesia	12 March

### Course Features

The “Build Your Business Overseas - Like A Local” training program has been developed to increase grower-exporters' knowledge about making the most of your export opportunities with:

- Customised content tailored to situations that you are likely to face
- Interactivity to enhance learning outcomes
- Videos on selected topics to highlight important information
- Q&A's in each module to deepen understanding
- Flexible functionality to access the content via computer, tablet or smartphone

### How to Register

Growers can register via the AUSVEG website: [ausveg.com.au/export](http://ausveg.com.au/export).

For further information, please contact the AUSVEG Export Department on 03 9882 0277 or [export@ausveg.com.au](mailto:export@ausveg.com.au).