



EMERGING EXPORTER TRAINING CURRICULUM

The study curriculum of the SAWA Emerging Exporter Training Programme covers the following subjects: -

Year 1: Quarter 1

- Introduction
- Making the Decision to Export
- Export Readiness

Quarter 2

- Preparing To Export- Products
- Researching the Markets
- Finding the Customer
- Cultural Issues
- Quality and Environmental Issues
- Packaging and labelling

Quarter 3

- Contract
- Agents and Distributors

Quarter 4

- Export documentation- File
- Unique Consignment Reference (UCR) - File

Quarter 5

- Accounting and Administration
- Pricing, Financing and Payments

Quarter 6

- HS codes - File
- Incoterms – File

Final

- Overview of the year
- Summary
- Assessment of Students
- Assessment for 2018 Intake of Students
- Mentorship
- Graduation

First Year Certificate Course:

On completion of the First Year, students will have a basic knowledge of these topics which will provide them skills to participate in an export related environment.

Successful students will Certificate in Export.

Second Year Diploma Course:

Students receive in depth training in these subjects which will prepare them to enter the export arena with confidence and skills.

Successful students will receive a Diploma in Export

3rd Year Mentoring and assistance.



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The study curriculum of the SAWA Emerging Exporter Training Programme covers the following subjects: -

Year 2

- World Trade Organisation
- World Customs Organisation
- Customs & Excise - Stats and Data
- SA Revenue Services - SA Compliance to Exports
- Countries of Export destination - In Country Compliance

Others:

DTI - National pavilion, Missions and ITI

- Prohibited and Restricted products
- Product Specific
- Country Specific

AGOA /EURO/SACU/GSP/SADC/ITAC/AU/EU/FDN

Exports councils students

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Students must attend lectures regularly (90%) and meet the required standards set by SAWA to qualify for a Certificate and Diploma.
