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ECA'S EXPORT TRAINING OFFERINGS

The Export Council of Australia (ECA) has assisted many companies, government organisations and industry groups to develop and grow business skills for international trade. We can help you too- take a look at our training offerings below.

	ONLINE TRAININGS	IN-PERSON TRAINING
FOUNDATIONAL	SELF-PACED ONLINE TRAINING COURSES	EXPORT READY WORKSHOP
INTERMEDIATE / ADVANCED	MASTERCLASSES	CORPORATE AND INDUSTRY TRAINING

Further information can be found on our [website](#).

For any questions, contact our National Training Manager (Stefanie Harter) via email on stefanieharter@export.org.au or phone on 0468 514 779.



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ONLINE TRAININGS

SELF-PACED ONLINE TRAINING COURSES

Duration

45-60 minutes

Cost

\$59 per course

Start date

Immediately

Level

Foundational

Self-Paced Online Training Courses offered

- Market Research and Entry Strategies
- Reviewing your Offer for International Markets
- Pricing and Finance
- Legal, Contracts & IP
- *Cybersecurity Risk Training**
- Freight, Logistics & Supply Chain
- Pitching for Success

** Offered in partnership with Red Piranha
(cost: \$30 plus GST)*

FOR MORE INFORMATION, CLICK HERE

MASTERCLASSES

Duration

2 hours

Cost

\$385 per Masterclass

Start date

Various - see below

Level

Intermediate / Advanced

Masterclasses offered

- International Contracts of Sale & Incoterms 2020 (29 May 2023)
- Export Documentation and Procedures (31 May 2023)
- International Payment Documentation and Risk Management (1 June 2023)
- Funding options for export (tbc)
- Managing Environmental Impact and Carbon Emissions (26 April 2023)
- Dangerous Goods Training (14 June 2023)

FOR MORE INFORMATION, CLICK HERE

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IN-PERSON TRAININGS

EXPORT READY WORKSHOP

Duration

2 days

Cost

Free

Start date

TBC ([register here](#))

Level

Foundational

Export Ready Workshop topics include

- Session 1: Understanding the export journey
- Session 2: Selecting an export market
- Session 3: Considering innovative business models
- Session 4: Marketing, branding and establishing an online presence
- Session 5: Protecting your Intellectual Property
- Session 6: Navigating logistics and global supply chain challenges
- Session 7: Creating a strong pitch
- Session 8: Preparing and practicing your pitch
- Session 9: Exporting services and their implications
- Session 10: Financing your exports and methods of payment
- Session 11: Setting the right price
- Session 12: Mastering different cultures in doing business
- Session 13: Delivering your pitch

FOR MORE INFORMATION, CLICK HERE

CORPORATE & INDUSTRY TRAINING

Duration

Up to 8 hours

Cost

From \$850 per hour (excl. travel costs)

Start date

Upon request

Level

Tailored to your requirements - foundational / intermediate / advanced

Corporate and Industry Training topics include

- Letters of Credit
- Incoterms 2020
- Supply Chain Management
- Distributor agreements
- E-Commerce
- Regulatory requirements
- Market research
- Export plan

FOR MORE INFORMATION, CLICK HERE