Industries Commissionerate,
Government of Gujarat
GoG-AMA Centre for International Trade

ON CAMPUS

AHMEDABAD MANAGEMENT ASSOCIATION®

HOW TO FILTER REAL BUYERS IN INTERNATIONAL TRADE

SUMMARY

To filter real buyers from competitors, scammers and timewasters in international trade, you must establish a strict vetting process before shipping samples or negotiating terms. Genuine B2B buyers expect due diligence and will readily provide corporate credentials, while fraudulent entities will resist transparency. To understand the actual requirement of Buyers, purchasing method and consistency, financial stability, trust worthiness, and available Compliances for smooth business operations.

CONTENTS

- Types of Inquiry
- How to filter Inquiry
- Product Evaluation
- Understanding Risk Factors
- Stock Management
- Inquiry Allotment
- Time Management
- Follow up Strategies
- Document Management
- Document Compliance
- Negotiation Rules
- Contract Dealing
- Importance of Incoterms
- Finance Management
- Sampling & Delivery Terms
- Importance of Insurance

FOR WHOM

Existing and aspiring Exporters, Importers, Consultants, MSME Owners & Staff, Entrepreneurs, Export Managers & Executives, Consultants, Agents & Brokers, Management Students & Faculties

DATE & TIME : **Wednesday, August 26, 2026 | 2.00 PM to 5.00 PM**

PROGRAMME FEE : **Rs. 500/- (including 18% GST)**

FACULTY : **Mr. Rajan Trivedi** holds a Bachelor's degree in Commerce and Law, Diploma in Labour Law and Practice from Gujarat University, as well as Master diploma in ECommerce from Chennai. He also holds accomplished Certificates in Export-Import from leading institutions. Mr. Rajan has 25+ years of rich experience as Exporter and also professional experience in Sales & Marketing and Training. He is a Proprietor of Dagdusheth Impex an Import and Export firm at Gandhinagar. He is also managing an entrepreneurship firm named Connect Coherence working in the field of training & development. His core vision is to develop and uplift individuals' personal & professional expertise.

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For enquiries and nominations, please reach us at:
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