



SOUTH AFRICAN  
ELECTROTECHNICAL  
EXPORT COUNCIL

SAEEC EMERGING EXPORTER TRAINING COURSES - Q1 2022 - 2023 (May 2022 - June 2022)						
FACILITATOR		MOONLIT (MALAIKA EVANS & ZENO JACOBS)	ITCC (LINDA BIRD)	AGURU (Johan Louw)	Facilitation African (Isaac Nkama)	SAEEC (CHIBONI EVANS) & TRAINERS T.B.A.
DAY	DATE	10h00 - 13h00	09h00 - 12h00	08h30 - 12h30	13h30 - 15h30	13h30-15h30
MONDAY	02-May-22	1st Workshop- "Introduction to Pitching"				
TUESDAY	03-May-22	2nd Workshop- "Preparing your Business Pitch"				
WEDNESDAY	04-May-22	3rd Workshop- "Presenting your Business"				
THURSDAY	12-May-22		Incoterms & Contracts of International Trade			SAEEC Events Calendar and exporter support provided by Government
FRIDAY	13-May-22	4th Workshop- "Visual vs Verbal Pitching"				
SATURDAY	14-May-22			Introduction and Implementation of 4IR		
THURSDAY	19-May-22		Trade Agreements & Rules of origin- SADC, EU, & EFTA			Maximising Participation at Exhibitions and during Trade Missions.
FRIDAY	20-May-22	5th Workshop- "The 3 Minute Pitch"				
THURSDAY	26-May-22		Transport and Insurance & International methods of Payment		Doing Business in Africa	
FRIDAY	27-May-22	6th Workshop- "Pitching to a Live Audience"				
THURSDAY	02-Jun-22		Rules and Guidelines for Exporting Engineering and ICT Services			Marketing-Going Global
FRIDAY	03-Jun-22		Copyright, patents and other legal registrations for exports of ICT and software products			Benefits to SMMEs in Local Content and Designation: Energy, Rail & Steel Sectors
THURSDAY	09-Jun-22		Licensing vs outright sale			Governmental & Provincial Financial and Non-Financial support available to SMMEs.