

# EXPORT ACADEMY



## SUCCESSFUL NEGOTIATIONS WITH PROCUREMENT PROFESSIONALS

Thursday, 22<sup>nd</sup> November 2018 | 1:00 p.m. – 2:00 p.m.  
Free webinar registration [HERE](#)

Programme as of 30<sup>th</sup> October 2018

The EXPEDIRE Export Academy aims to provide those who are new to the area of “export” and those who need a refresher in various export topics with high-quality in-class courses and webinars. The webinar series consists of four free webinars and offers the opportunity to deepen your export business know-how. Save time and attend the webinar from anywhere! The webinar language will be English! The level of English proficiency should be at least B2.

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### Webinar Trainer & Content

**Webinar Trainer:** Brendan Lenane, MBA ([M-EFFEKT Marketing- & Beratungsagentur](#))  
Background: Head of Procurement Transport and Logistics Services MAGNA Europe and much more

- Procurement basics
- Focus on a modern and result-oriented procurement organisation
- Standard tender process
- Why e-Sourcing
- Client example (high level)

**How to register for this webinar?** Free registration for this webinar [HERE](#).

**For further information, please contact the EXPEDIRE project partners:**

<b>ICS Internationalisierungszentrum Steiermark</b> E-Mail: <a href="mailto:roswitha.schipfer@ic-steiermark.at">roswitha.schipfer@ic-steiermark.at</a> T: +43 316 601 273	<b>Gospodarska zbornica Slovenije</b> E-Mail: <a href="mailto:andrej.brvar@gzs.si">andrej.brvar@gzs.si</a> T: +386 15898 461
<b>Wirtschaftskammer Kärnten</b> E-Mail: <a href="mailto:neza.einspieler@wkk.or.at">neza.einspieler@wkk.or.at</a> T: +43 590 904767	<b>Mariborska razvojna agencija p.o.</b> E-Mail: <a href="mailto:natalija.bogdan@mra.si">natalija.bogdan@mra.si</a> T: +386 2333 13 24