

# CERTIFICATE

No 109810

## Sofiia Protsyk

ID: 3595504940

Date of birth: 10.6.1998

has participated in the PILOT program 12.08.2024 – 30.08.2024 in UKRAINE

## Creating Export Academy II Summer Boot Camp

**Total volume: 21 academic hours**

Module #1: Market research. How to find a suitable export market.

Module #2: How to find a suitable market entry model. How to create an export strategy.

Module #3: How to adapt the product, price and service for the export market.

Module #4: How to build an export brand? How to sell and market digitally.

Module #5: How to manage logistics and legal aspects of export.

Module #6: How to find partners in the export market and create long-lasting beneficial relationships?

Module #7: How to manage risks and finances in export.

Trainers: Oksana Kuleba, Nataliya Bielyakova, Anastasiya Tkachuk, Valeriia Matvieieva, Olena Muzyka, Kseniia Nagorna, Olga Gurtova, Julia Markitan, Ivan Kulchytsky, Tetiana Lysenko, Olena Poperechna, Andrii Kuts, Anton Mazurov, Oksana Tverdokhlibova, Anastasiia Komarova, Mykhailo Dubenskyi, Larysa Melnychuk, Anastasiia Bytko, Taras Shumsky, Iryna Kovalenko, Iryna Bezverkha

**Anu-Mall Naarits, CEO**

Visionest Institute OÜ

reg.no: 10342428 (Licence no 141600)

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