



Introduction to Doing Business in India

Following the recent Brexit Referendum result, **many NI businesses are already looking outside Europe for new market opportunities.**

Full Circle – in partnership with Belfast City Council – therefore invites you to a practical and focused workshop on doing business in India.

With a population of over 1.2 billion people, India is one of the largest and fastest-growing economies in the world.

The workshop will be introduced by the **The Rt Hon The Lord Mayor, Alderman Brian Kingston.**

Lord Rana, a leader in the drive to promote business links between Belfast and India will then set the scene and **Mr Sri Nagesh** - managing director of Continex in Chennai, India – will be our keynote speaker for the workshop (www.continex.in).

Nagesh specialises in **assisting UK companies to establish business partnerships in India** and has an unrivalled track record in this field. During the workshop, he will cover a range of issues relating to doing business in India

including:

- An overview of **the Indian economy** and its prospects for the next few years.
- Preparing to explore **business opportunities in India** – understanding the **sheer size and scale of the market and the opportunities therein**.
- **The realities of doing business in India** – identifying and targeting potential business partners there and building relationships with Indian partners.
- **Cultural differences** between UK and India – what you need to know about how Indians actually do business.
- How you should move from talking about exploring business opportunities in India **to actually making it happen**.

The workshop will take place at Malone House **from 11:00 – 13:00 on Tuesday 18 October 2016**.

Please note that attendance at the workshop is **FREE OF CHARGE**.

Secure your place at the workshop by emailing Shannon O'Neill at Full Circle – shannon@fullcircle.eu.com

Please note that places will be secured on a First come, First Serve basis.



Belfast
City Council

