

Activity 1

Estimated time: 10 minutes

Your organisation wants to start exporting its product. What organisations might you need to contact to make arrangements?

What information would you need to provide to them?

What documentation would you need to make sure that your freight was shipped without delay?

Activity 2

Estimated time: 15 minutes

Imagine that you are considering recommending that your organisation utilise inland waterways. What is the business case for switching to waterways?

What would you need to consider?

What objections might be raised and how would you overcome them?