**Questionnaire for China Importers**

Please use a separate sheet to answer these questions. If you have additional inputs that you think may be useful, please do not hesitate to include them in your responses.

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| **Specific Areas** | **Typical top of the mind recall issues** |
| *Questions from the Procurement strategy angle* | Have you already imported goods from India earlier? If so, did you experience some problems then?  *(We can come up with important learning from the experience)* |
| What according to you are the different methods you can adopt to buy your merchandise/products in India?   * *(Will enable us explore all effective alternatives)* |
| Why would you think it is better for you to import products from India?   * *(Will help us come back to you with preliminary market assessment)* |
| Are there specific market forecasts that will interest you from the viewpoint of possible opportunities for import? If so, please list them.   * *(This will help us bring you information of different governmental/non-governmental agencies that could be helpful)* |
| *More specific questions from the entry and Operations strategy angle* | What are the questions and concerns you have in imports from Indian companies?   * *(Will enable us provide you focused insights)* |
| What are the 2 or 3 important aspects of information/service in India that will enable you feel more secure about importing from India?   * *(Will enable us bring in specific answers to specific questions/aspects)* |
| Would you like to have an office in India to do your procurement or you would like some reliable partner in India to collaborate with?   * *(Will help us determine the needed controls you’ll need to establish in business)* |
| Would you like to get expert assistance in the field of imports from India in the form of an ongoing service?   * *(We can bring in specific knowledge about the different agencies that can help)* |
| *Questions from the FINANCIALS angle* | If so, what is the extent of compensation you would be willing to pay for such assistance?   * *(We can help you decide on the realistic norms to make a provision for)* |
| What are the different tariffs, taxes and duties in India you would want help with?   * *(Will enable us provide you focused answers and insights)* |