**Questionnaire for China Exporters 中国设备出口商问卷调查**

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**  **具体分项** | **Typical top of the mind recall issues** |
| *Questions from the marketing strategy angle*  *从市场战略角度* | Have you already attempted to exports to India earlier? If so, did you experience some problems then?  *(We can come up with important learning from the experience)*  是否曾尝试出口印度？如果是，遇到过什么问题？ |
| What according to you are the different methods you can adopt to sell your merchandise/products in India?   * *(Will enable us explore all effective alternatives)*   什么方式比较适合您往印度销售产品？ |
| Why would you think your products are better suited for exports to India?   * *(Will help us come back to you with preliminary market assessment)*   为什么您认为产品比较适合印度市场？ |
| Are there specific market forecasts that will interest you from the viewpoint of possible opportunities? If so, please list them.   * *(This will help us bring you information of different governmental/non-governmental agencies that could be helpful)*   哪些市场分析及预测让您感兴趣觉得有机会 |
| *More specific questions from the entry and Operations strategy angle*  *从运营战略角度* | What are the questions and concerns you have in exports to Indian companies?   * *(Will enable us provide you focused insights)*   您出口到印度遇到哪些问题及顾虑 |
| What are the 2 or 3 important aspects of information/service in India that will enable you feel more secure about exporting to India?  哪些信息及服务让您觉得出口印度是安全的   * *(Will enable us bring in specific answers to specific questions/aspects)* |
| Would you like to have an office in India to do your business or you would like some reliable partner in India to collaborate with?  您想在印度有独立办公室开展业务或想与当地企业合作   * *(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 Exports to India in the form of an ongoing service?  您想出口印度时得到专家协助吗   * *(We can bring in specific knowledge about the different agencies that can help)* |
| *Questions from the FINANCIALS angle*  *从财务角度* | If so, what is the extent of compensation you would be willing to pay for such assistance?  如果想，您愿意花费多少预算？   * *(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?  在税收方面您希望在印度得到哪些帮助？   * *(Will enable us provide you focused answers and insights)* |