**Questionnaire for China Importers 中国进口商调查问卷-印度市场**

**填写人信息**

企业中文名称：\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 英文名称\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

联系地址：\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 公司网址：\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

填写人姓名：\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_职务： \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 座机：\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 手机： \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 邮箱：\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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.

|  |  |
| --- | --- |
| **Specific Areas** | **Typical top of the mind recall issues** |
| *Questions from the Procurement strategy angle*  *从采购战略角度* | Have you already imported goods from India earlier? If so, did you experience some problems then?  您以前进口过印度产品吗？如有，碰到过什么问题？  *(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?  您通过哪些方式采购印度产品？   * *(Will enable us explore all effective alternatives)* |
| Why would you think it is better for you to import products from India?  为什么您觉得从印度进口产品是更好的选择？   * *(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.  哪些市场预测让您对印度产品感兴趣  *(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*  *从准入和运营战略角度* | What are the questions and concerns you have in imports from Indian companies?  您从印度进口产品遇到的问题及顾虑   * *(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?  哪些信息及服务让您觉得进口印度产品是有保障的   * *(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?  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 imports from 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?  在关税方面您希望在印度得到哪些帮助？   * *(Will enable us provide you focused answers and insights)* |