Garnet
Garnet Global Training Center

GGT-ER-108

Entrepreneurship, SMEs & Family Business

Export Development for SMEs

تنمية الصادرات للمشروعات الصغيرة والمتوسطة

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (practitioner)**

Overview

Participants in Export Development for SMEs practise the methods, tools and standards they need to perform reliably and solve problems on the job. Start, grow and govern businesses, from first idea to family succession. It runs as a 5-day or 10-day program in English or Arabic, in classrooms in Dubai, Riyadh, Cairo, London, Istanbul and other cities, or live online, and can be delivered in-house.

What you will be able to do

- Apply the methods and standards of Export Development for SMEs to real tasks.
- Diagnose common problems and identify root causes.
- Interpret data and results correctly and act on them.
- Follow safe, compliant and documented work practices.
- Avoid the mistakes that most often cause rework or failure.

Who should attend

Founders, SME owners, family business members and innovation managers. Practitioners with one to five years of experience benefit most.

Key topics

- Business models and planning
- Funding and investors
- Growth and scaling
- Governance and succession
- Digital go-to-market
- Financial basics for owners

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

WhatsApp: +971 56 674 7382

Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Export Development for SMEs: principles and standards

- Funding and investors
- Checklists and templates to take away

Day 2 Methods and tools in practice

- Growth and scaling
- Governance and succession

Day 3 Diagnosis and problem solving

- Digital go-to-market
- Group discussion and peer review

Day 4 Quality, safety and documentation

- Financial basics for owners
- Measurement and reporting

Day 5 Workshop, assessment and action plan

- Business models and planning
- Hands-on workshop on a workplace challenge

10-day outline

Day 1 Export Development for SMEs: principles and standards

- Funding and investors
- Checklists and templates to take away

Day 2 Methods and tools in practice

- Growth and scaling
- Governance and succession

Day 3 Diagnosis and problem solving

- Digital go-to-market
- Group discussion and peer review

Day 4 Quality, safety and documentation

- Financial basics for owners
- Measurement and reporting

Day 5 Workshop, assessment and action plan

- Business models and planning
- Hands-on workshop on a workplace challenge

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Common mistakes and how to avoid them

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Regional and international case studies

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
3–14 Jan 2027	10-day classroom	Amman	Arabic	8,950
8–12 Feb 2027	5-day classroom	Abu Dhabi	Arabic	4,750
2–6 Aug 2027	5-day online	Live online	English	2,950
1–5 Nov 2027	5-day classroom	London	English	4,750
9–13 Apr 2028	5-day classroom	Cairo	English	4,750
12–23 Jun 2028	10-day online	Live online	Arabic	5,450
18–22 Sep 2028	5-day classroom	Abu Dhabi	Arabic	4,750
18–29 Dec 2028	10-day classroom	Singapore	English	8,950
3–7 Sep 2029	5-day classroom	Kuala Lumpur	English	4,750

Dates	Format	City	Language	Fee (USD)
1–12 Oct 2029	10-day classroom	Barcelona	English	8,950
19–23 Nov 2029	5-day classroom	Amsterdam	English	4,750
17–21 Dec 2029	5-day online	Live online	English	2,950
18–22 Feb 2030	5-day classroom	London	English	4,750
10–14 Mar 2030	5-day classroom	Amman	Arabic	4,750
10–21 Jun 2030	10-day online	Live online	Arabic	5,450
6–17 Oct 2030	10-day classroom	Cairo	English	8,950

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/