

INTERNATIONAL  
RELATIONS DEPARTMENT  
Chamber of Commerce  
and Industry of Slovenia



**GZS**  
go international  
slovenia

Gospodarska  
zbornica  
Slovenije



Chamber of Commerce  
and Industry of Slovenia

Business  
World  
at a Glance



# International Relations

## Department

at the Chamber of Commerce and Industry of Slovenia (CCIS) is one of the key institutions for promotion of internationalization of the Slovenian economy. It combines highly qualified experts with extensive knowledge of various aspects of global business environment, and is aimed at the fulfilment of the CCIS internationalization programme  
**»Go International Slovenia«.**

### **Go International Slovenia**

The Go International Slovenia programme aims to achieve a close connection and cooperation between the main internationalization participants.

#### **Objectives:**

- To increase the number of exporters (with a special focus on strengthening the export capacity of small and medium-sized enterprises)
- To increase the value and profits of Slovenian export
- To strengthen the presence on traditional export markets of the Slovenian enterprises
- To acquire and positioning companies on new export markets
- To enhance the recognisability of the Slovenian economy and the brand "Made in Slovenia"

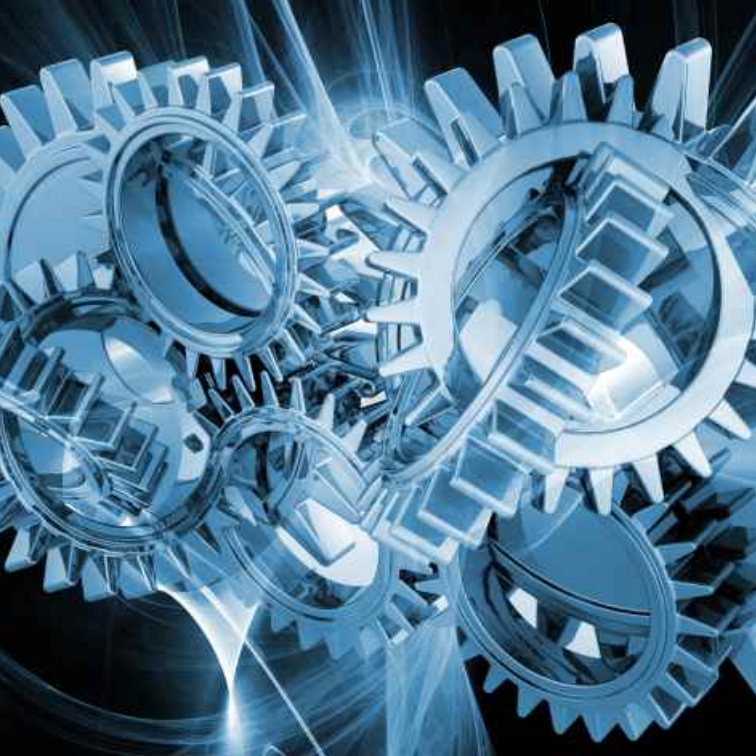


## Mission

- To ensure a positive / effective business environment for exporters
- To help CCIS members to develop the processes necessary for company internationalization
- To assist its members to enter and operate in foreign markets

## Values

- Expertise
- Flexibility
- Innovation
- Partnership and sustainable relationships
- Cooperation



## Activities

- Activities based on wide range of market requirements as well as expectations and needs of the companies
- Focus on narrow, specialised topics
- Events for various target groups
- Less formal events based on multidirectional, open communication and the exchange of experience
- Formation and support of groups and consortiums



### TRAINING

- Internationalization Academy
- Seminars on the business characteristics of specific markets
- Seminars on preparation and entering specific markets
- Thematic workshops etc.

### BUSINESS EVENTS

- International conferences featuring prominent guests
- Theme based conferences in the field of internationalization
- CCIS' Business breakfasts
- CCIS' Morning coffee with guests
- Consultations and round tables
- Business forums on business opportunities in specific markets etc.

### BUSINESS DELEGATIONS

- Incoming (sector) delegations
- Outgoing (sector) delegations
- Visits of representatives of foreign institutions

### MEETINGS

- B2B meetings (matchmaking)
- Individual meetings among companies and representatives of institutions
- Business meetings of exporters
- Meetings within the framework of business councils and clubs
- Formation of consortiums and bilateral business clubs



## CONSULTATION

- Information on specific markets and market operators
- Selected relevant contacts, connecting market operators
- Successful business models
- Business etiquette
- Current foreign biddings



## ANALYSES

- Analyses of specific markets
- Analyses of specific branches

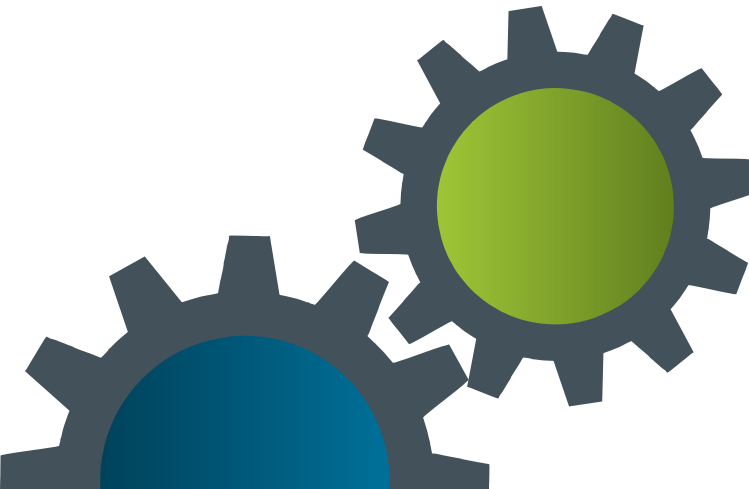


## PUBLICATIONS

- Business guides / manuals on foreign markets
- E-news Go International Slovenia etc.

# Objectives

- To help our members overcome obstacles in foreign markets
- To offer an appropriate set of information to companies in order to make their operation abroad easier
- To increase the exports of small and medium-sized Slovenian companies
- To encourage companies to think about gaining and positioning within new markets
- To increase the number of companies in traditional markets
- To connect companies for joint participation on foreign markets
- To increase the market value of the companies and boost their profits from international trade
- To increase the recognisability of the Slovenian economy around the world



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