

Brexit: Preparing for the Future

Exercise



...market leaders for business training

Exercise

This document describes an exercise that you will be asked to consider during the presentation of the course

Brexit: Preparing for the Future

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Other considerations

Adapt contracts and INCOTERMS (International Terms and Conditions of Service):

- Reflect you are an exporter or an importer
- Clarify who is paying for increased costs of customs procedures and changes to the value of the pound
- Ensure the territorial scope of the contract is correct, stating the UK as a non-EU country
- Define termination grounds of the contract

Impact of costs on your margin?

- Tariffs
- Import VAT
- Customs paperwork
- Paperwork Rules of Origin

Supply chain

- Are partners in your supply chain ready for the new commercial environment?
- Where do your raw materials come from. Do you expect shortages or an increase in costs?
- What is the effect of zero tariffs on imports from the EU and the rest of the world on your industry?

Services

- Are there any services related to your product?
- Do you need to move equipment to the EU?
- Do you have any licences / authorisations / professional qualifications in the UK that may not be valid in the EU?

Intellectual Property

- Have you taken action to protect your Trade Marks and Designs?

2) From the discussions under 1, identify actions

Brexit Action List			
Risks identified	Actions	Urgency? High/Medium/Low	Who is responsible?
1			
2			
3			
4			
5			
6			
7			
NOTES			

3) Based on findings in 1 and 2, formulate Strengths, Weaknesses, Opportunities and Threats

Strengths: What are your Business' Unique Selling Points

Weaknesses: Where do you need to improve compared to your competitors?

Opportunities: Can you identify where there is opportunity in change? What are your competitors not doing? Opportunities outside the EU?

Threats: What is your exposure to the EU market? E.g. Access to market, staff, increased costs

NOTES

Strengths, Weaknesses, Opportunities and Threats with regard to your business and Brexit	
STRENGTHS	WEAKNESSES
OPPORTUNITIES	THREATS

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