Hey,

I’m studying my final year at Haaga-Helia University of Applied Sciences. The topic of my thesis is Brazilian customs from the perspective of Finnish export companies. I found the topic of my thesis through the Central Chamber of Commerce. The actual client is the Finnish-Latin American Trade Association, which aims to promote trade and investment between Finland and Latin American countries.

I hope you have a moment to delve into the issues below. You can send your reply to: noora.heino@myy.haaga-helia.fi.

Thank you!

1. In which company do you work?
2. What is your job?
3. How long experience do you have in exporting to Brazil?
4. What kind of Brazil is as export destination?
5. Which export procedure (direct / indirect) has your company chosen and why?
6. Which export method (mode of transport) has your company chosen and why?
7. What should be especially taken into account in the export documents?
8. What payment terms and methods does your company use?
9. What delivery clauses does your company use?
10. What problems / challenges / barriers to trade has your company encountered when exporting goods / services to Brazil?
11. If your company has faced the above challenges, how and to what extent have they affected your company's exports?
12. What is your own personal impression of Finland's exports to Brazil?
13. How do you think exports to Brazil will develop in the future? (e.g. the impact of Mercosur)
14. What kind of development proposals would you have in connection with Finland's exports to Brazil?