

***UK&I MARKET ENTRY ONBOARDING WORKSHOP***

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Conducted for members of



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CHANDRA MOULY **RV ASSOCIATES LIMITED**, LONDON

[WWW.RVASSOCIATES.CO](http://WWW.RVASSOCIATES.CO)



## EXECUTION

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- PLAN, PREPARATION, FOLLOW-UPS, KEEP UP COMMITMENTS
- BUSINESS ETHICS – DO'S AND DONT'S
- SOFT SKILLS - POLITENESS, SENSE OF HUMOUR, COURTESY, FOCUS
- CONTRACTS AND DOCUMENTATION
- DELIVERABLES AND QUALITY
- SCALABILITY AND AGILITY
- ENGAGEMENT, DELIVERY, AND INVOICING MODELS
- REVIEWS, TRANSPARENCY, AND NON-DISCLOSURE

## EXIT

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- INVOICES, RECEIPTS AND T&C
- FIXED PRICE, T&M, AND PROFIT SHARING
- FEEDBACK, ROLL-OUT PARTY
- REGULAR TOUCH BASE
- REFERENCES
- USER GROUPS, LI GROUPS, CONFERENCES

