



## Certificate Course

### **Topic 1: BASICS OF INTERNATIONAL TRADE**

- History & Trends of Indian Economy
- Role of International Organizations: ICC, WTO, IMF, World Bank, GATT
- International Law, Indian Law and Foreign Trade Policy
- Role of Indian Govt. Organizations & Applicable Acts: Ministry of Commerce, DGFT, RBI, Customs, FEMA Act.
- Export Cycle & International Terms: INCOTERMS / Trans-shipments / Partial Shipments / Terms of Payments in International Market
- Method of Quotation, Sampling & Negotiation

### **Topic 2: INTERNATIONAL MARKETING & PRODUCT SELECTION**

- Selection of product for Export & Identifying potential Markets for Export
- Role of Govt. Organizations & Registration Procedures for obtaining IEC Code / RCMC: FIEO / Export Promotion Councils / Commodity Boards / Development Authorities / Role of Chamber of Commerce, CII & Indian Embassy
- Importance of Trade Fairs & Exhibitions in Export Promotion
- Govt. Incentive Scheme for Export Market Development
- Method of Promotion in International Market
- Identifying Potential Buyers Online Promotion / Use of B2B websites / Importance of Keywords / Posting Effective Trade Leads

### **Topic 3: PROCESSING AN EXPORT ORDER**

- Pre-shipment Documentation & Custom Clearance Procedure
- Local Transportation & Logistics Management
- Role of CHA, Shipping Lines & Forwarding Agents
- Preparation & Submission of Post Shipment Documents under Various Payment Terms
- Post Payment Formalities with Bank
- Container Calculation
- Packing as per International Standards

### **Topic 4: GOVERNMENT OF INDIA'S POLICY ON EXPORT INCENTIVE**

- Foreign Trade Policy & Procedure
- Export Incentive Schemes

### **Topic 5: INSURANCE & RISK MANAGEMENT**

- Understanding Risks in International Market
- Product Risk Management
- a. Types of Insurance Policies & Understanding International Insurance Clauses
- b. Procedure for Issuance of Insurance Policy / Process of Claim and Settlement



- **Foreign Exchange Risk Management**
  - a. Role of ECGC in International Market
  - b. Types of Policy & Procedure for Issuance of Credit Policy From ECGC

## **Topic 6: EXPORT - IMPORT PROCEDURES & DOCUMENTATION**

- Export - Import Custom Clearance Procedure
- Understanding Various Import Duties & Calculation of Duty
- Inspection Agencies & Types of Inspection

## **Topic 7: CASE STUDY ON PAST SCAMS & PROCEDURE TO RECOVER PAYMENT FROM BUYERS**

- Provide different types of case studies on payment scams.
- How to recover your payments legally when buyer is not willing to pay you.

## **PRACTICAL TRAINING COVERED:**

- How to start a company
- How to issue IEC Code
- How to search Buyer's online & offline
- How to market your business online
- Container Calculation & Packing
- How to save yourself from payment scams
- Custom Clearance & Documentation
- How to book your shipment by Air / Sea / Road
- How to obtain Government benefits
- How to deal with Forex / RBI guidelines
- How to communicate Buyer's by Call / E-Mail
- How to sale your products on B2B domains



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## **4 Day's UAE Trip Complimentary**

**In between April – September**

**Inclusion:**

- 4 Days Hotel Accommodation (Twin sharing basis)
- Food (Breakfast, Dinner)
- International Certificate (Valid across the globe)
- Different Markets Visit in UAE
- Live Payment Scam Training
- International Travelling Rules

**4 Days UAE Training along with Basic Course Fees Rs.29,000/- + 18% GST**