

## **Export-Import Procedure, Documentation & International Entrepreneurship**

The growing complexities of international trade, globalization of the markets, internet and stiff competition require every entrepreneur to have a thorough knowledge of the theory and practice of international trade. Keeping in view the major problems one faces either as a beginner or as a trainer with respect to locating foreign market, product sourcing ,pricing, payment , financing procedures and documentation, buyer search , export promotion etc. The programme explains all that you wanted to know about exports. In short, the course not only helps the beginner to enter into exports, but also impart in depth knowledge to the trainer for handling various aspect of export-import trade.

The six days programme combines theory with practice in a simple way making the overall subject easy to understand. The course is specially designed for students, working executives, entrepreneurs and trainers.

Export trade though not difficult, but it is complex. Chapter wise study not only minimizes the complex nature of this trade but also boosts your confidence to enter in this trade. The curriculum of the M D P on Export Procedure & Documentation is divided into six inter related Modules (in addition to study visit, case study, project work & class room exercises as follows):

### **Module One:**

Overview of Foreign Trade Policy 2015-20 • International Environment, WTO, ICC, ITC, EU, NAFTA, SAFTA, SARRC.. • Govt. benefits to Exporter ( Duty Draw Back , Advance Licence ) • Licensing, Jt. Venture, Takeover, Merger & Acquisition, FDI & FI, Franchising. • Motivation to Export • Domestic V/s International Trade. • Formation of Export firm ( IEC ) • Regn. With Sales Tax , Excise, & Service Tax • Membership of Export Promotion Council • Institutional support to Export • Selection of Product & Product Sourcing • Trading V/s Manufacturing. • Cross Country Culture

### **Module Two**

• Locating Foreign Markets. • Communication in Foreign Trade • Company Profile • Regulation to send Free Sample • Role of International Chamber of Commerce • Incoterms 2010 ( FOB,

C&F, C I F,.....DDP ) • Terms of Payments in Foreign Trade-Part-1 • Advance Payment, D/A, D/P, Consignment basis

### **Module Three**

• Terms of Payments in Foreign Trade • Letter of Credit ( L/c ) • Types of Letter of Credit • Role of Website & Internet Marketing • Study Visit/ Country Presentation

### **Module Four**

#### ***Export Finance, Pre & Post shipment loan & Documentation***

• FEMA (Role of R B I ) & role of EDF • Packaging & Packing, Labeling, Environment Regulation • International Channel of distribution • Logistics of Air, Sea, Road Transportation • Export Credit Guarantee Corporation ( ECGC ) Payment Assurance

### **Module Five**

#### ***Export Cost & Pricing----Profit?***

• Custom Clearance, Air Way Bill, Bill of Lading (B/L ) , Shipping Bill • Export Documentation, Proforma / Commercial Invoice, Packing List, Chamber of Commerce certificate, GSP, Bank Certificate. • Documents for Custom, • Documents for Bank for Payment • Documents for Buyer Documents for claiming Govt. Benefits.

### **Module Six**

#### ***Export Promotion***

• Trade Fair Participation. • International Chamber of Commerce • Promotion in Int'l periodicals • Order through Buying Houses/ Agent • Preparing Documents under L/c ( Exercise ) • How to process an Export Order. Valedictory Import Procedure, Duty Assessments & Import Custom Clearance

### **Benefits of Export- Import Programme**

After attending the Programme with full attention:

1. You can start your own Export- Import Business.
2. Chances to get job in Export- Import company/ Department will increase.
3. You can represent foreign buyers.
4. International knowledge will help to enhance your Domestic business.

**For Participation/Enquiry, Click On**

**<http://bit.ly/2C5buOv>**