

NEDC Certificate Workshop

On

“How to successfully venture into Export- Import Business”

Discover a Trained Entrepreneur in you for Export- Import Business.

The USP of workshop is the aptness to suit whatever level of knowledge you require, whether you are completely new to international trade or just wish to update your knowledge and skills with the latest information in just 3 days duration and start you business.

Objectives:

The Workshop has been designed to develop a comprehensive and integrated approach to Export- Import transactions in an organization. Focus is on understanding the entire process of international trade, importance and relevance of each document and procedure to start international venture.

Target Participants:

Expert knowledge is must for all those who are keen to make their career in international business so these 30 practical topics will equip you with all the tricks and techniques to run the business with high profits.

Program Details

Module 1

1. How to Grab Opportunities in EXIM Business
2. How to get Root map and handholding support from Government
3. Product Clustering and segmentation in International market.
4. Trading Principles
5. Registration process for export company (online exercise)
6. What is Harmonize Code System for export Company?
7. How to search for Buyers / Suppliers and product for business in International Market
8. How to communicate with overseas Buyers?
9. Sending Free Samples.

10. How to Prepare Business/ sales contract?

11. Pricing of Exports- INCOTERMS

MODULE - II

12. How to process Export Order ????
13. Documents required for export/ import? (Sample exercise on documents)
14. Stages of Preparing Documents
15. Methods of payments (exercise for L/C)
16. International Standards on Packaging & Labeling

17. WTO and Impact of Regional Groups on Business

18. How to match the Foreign Trade POLICY for your business
19. Latest Amendments in FTP 2015-20
20. India's Comparative Advantages

MODULE -III

21. List of Export -Import items in India
22. International Channels of Distribution and How to use them
23. Indian Government Grants & Financing Schemes – How to claim incentives & Rebates
24. Credit Risk Management
25. How to get Finance for your exports?
26. How to avail Export Promotion schemes and Incentives from the government.
27. How to save yourself from International Fraud?
28. How to use e-commerce in export business marketing?
29. Role of Trade Agreements
30. Anti- Dumping Duties and Laws

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