



Ministry of Micro, Small and Medium Enterprises,
Government of India



MSME TECHNOLOGY CENTRE, BENGALURU
MINISTRY OF MICRO, SMALL & MEDIUM ENTERPRISES, GOVT. OF INDIA

KIADB Industrial Estate, Devanahalli, Bengaluru

<https://www.msmetcblr.org/>

BRIEF DESCRIPTION OF TRAINING PROGRAMME
EXPORT IMPORT PROGRAMME

**HOW TO SUCCESSFULLY VENTURE INTO WORLD WIDE BUSINESS OF
EXPORT-IMPORT**

LOCAL TO GLOBAL, WHAT-WHERE & HOW TO EXPORT & IMPORT

About Export & Import Documentation:

Documentation plays a vital role in international marketing as it facilitates the smooth flow of physical goods and payments thereof across national frontiers. Documentation is, however, complex as the number of documents to be filled in is large, so also is the number of concerned authorities to whom the relevant documents are to be submitted.

Benefits of the Programme :

This Programme has been designed to enhance the understanding of operational details and intricacies of all commercial, regulatory, incentives/benefits, transport, financial/banking aspects of documents & procedures required by both exporters and importers while executing International Trade Transactions. The curriculum is divided into two days. The programme not only imparts an in-depth knowledge about export - import procedures & documentation but also helps the beginner to enter international trade.

Topics to be covered:

DAY	SESSION NO.	PARTICULARS OF SESSION
1	1	Significance and Introduction to Exports
1	2	How to setup your own export-import company, Registrations to be done
1	3	How to get root map and prepare Business Plan through hand-holding support
1	4	How to Prepare Business/ sales contract & process export order, sending samples
1	5	How to price your products for Exports, What is Harmonize Code System (HS Code) for export Company?
1	6	Methods of payments , Process flow for negotiation of L/C
1	7	Risk management in International Trade
2	8	Documentation used in India for export/ import, Stage wise process flow
2	9	Role of banks & Bank finance for execution of Export Order
2	10	Foreign Trade Policy & Government incentives for exporters, Anti- Dumping Duties and Laws
2	11	Role of Trade Agreements- FTA, RTA
2	12	Impact of GST on Exports
2	13	How to search for Buyers / Suppliers and product for business in International Market
2	14	Question Answer Session
2	15	Significance and dynamics of global trade by India, Role of Banks in Trade, Registration & documentation to become Exporter / Importer, Role of EPCs & Commodity Boards, Terms & strategies to crack export order successfully
2	16	Terms of Payment in Trade, Export Finance- Features & eligibility criteria, Benefits & Incentives for Exporters, Interest Subsidy scheme, Exchange rate mechanism
2	17	EEFC account, Custom clearance & Role of CHA
2	18	Strategies & check list to find foreign buyer

Date- 07 & 08 October, 2023 (2 Days) Time: 5pm to 8.30pm

Course Fee: Rs. 2500/-

FOR MORE DETAILS PLEASE CONTACT:

Mobile: +91- 8603769900, 9971875996

Website: <https://www.msmetcblr.org>