

15 DAYS CERTIFICATION PROGRAMME IN FOREIGN TRADE
July 3-July 19, 2023
2.30 p.m.to 4.30 pm (2 hours everyday **only on weekdays & Saturdays)**
Venue **Zoom Meeting**
Get trained in International Trade by Industry Experts

EEPC INDIA, Mumbai is organizing a **15 days** Certification Programme on Foreign Trade which will be conducted by experts in their respective field

Timing would be 02.30 pm – 04.30 pm Over Zoom . Joining Link will be provided to the confirmed participants.

This Programme is comprehensive yet compressed delving on all aspects of International Trade covered in five different modules.

Schedule of Certificate Course in Foreign Trade

Sr No.	Module	Topic	From	To	Time
1	Module-1	International Marketing	03.07.23	05.07.23	2.30 pm to 4.30 pm
2	Module-2	Shipping & Logistics	06.07.23	08.07.23	2.30 pm to 4.30 pm
3	Module-3	International Trade Finance & L/C	10.07.23	12.07.23	2.30 pm to 4.30 pm
4	Module-4	Foreign Trade Policy	13.07.23	15.07.23	2.30 pm to 4.30 pm
5	Module-5	Export Pricing & Costing	17.07.23	19.07.23	2.30 pm to 4.30 pm

This Program will give a glimpse of all practical aspects required to be used while trading globally. Although the modules individually cover different aspects of international trade, the interlinks of the module enables the participants to understand global trade and the process of activities required to be carried out with government authorities; primarily Finance ministry (customs), Commerce ministry (DGFT) and Transport ministry (Port, shipping and logistics). In

Foreign Trade Policy module, we will cover the topic “**Salient features of RoDTEP scheme** “instead of MEIS scheme. The latest update under this Scheme till the date of the Session will be covered.

The five modules shall be phased out as per convenience of participants and after the program, certification would be provided to the participants.

The certification programme in foreign trade is aligned with the National concept of ‘MISSION – SKILL INDIA’.

Participation Charges:

	Fees per Participant	18% GST	Total
EEPC INDIA MEMBERS	Rs. 10,000	Rs. 1,800	Rs. 11,800
NON MEMBERS	Rs. 15,000	Rs. 2,700-	Rs.17,700

Participation Charges - For 2 or more participants from the same company:

	Fees per Participant	18% GST	Total
EEPCINDIA MEMBERS	Rs. 9000/-	Rs. 1,620/-	Rs. 10,620/-
NON-MEMBERS	Rs. 14,000/-	Rs. 2520/-	Rs.16,520/-

You are requested to send the details of your Company Participants at the earliest along with participation charges. Payment can be made via direct transfer as per following bank details:

Name of Bank	STATE BANK OF INDIA
Address of Branch	NIRLON HOUSE, DR. ANNIE BESANT ROAD, WORLI, MUMBAI - 400030
Account No.	10783154228
IFSC Code	SBIN0000290
Type of Account	CURRENT A/C

Click on the link to Register : https://app.eepcindia.com/ems/seminar_management/seminar_registration/MzU3

Click for Speaker Profile - https://upload.eepcindia.com/eepc-download/eepc_files_19102022_115449.pdf

For any further details, you may contact myself and my colleagues as given below
 Ms. Varsha Baria at vbaria@eepcindia.net Mob: 09819210848
 Mr. Anil Rawat at arawat@eepcindia.net Mob: 09820886788

Kindly note there are LIMITED seats available on first come first served basis only.

Looking forward to your active participation in the above training programme.

Thanks & Regards

Dr. Rajat Srivastava
Regional Director (WR) & Director (Marketing &Sales)



(Formerly Engineering Export Promotion Council)
AN EPC UNDER UNION MINISTRY OF COMMERCE & INDUSTRY,
GOVERNMENT OF INDIA

{MODULE 1}	INTERNATIONAL MARKETING (03.07.2023 to 05.07.2023) <ul style="list-style-type: none">• Nature scope and role of international marketing• Entry strategies and sequence of globalization• Environmental analysis in international trade and difference with domestic trade.• Identifying International markets and preparation.
{MODULE 2}	SHIPPING & LOGISTICS (06.07.2023 to 08.07.2023) <ul style="list-style-type: none">• Nature , Scope and Role of logistics• Modus operandi of shipment (DOCK, FACTORY AND ICD STUFFING)• Means and mode of transport• Understanding sea-routes through commercial geography• Logistics linkage of types of ships, cargo and containers.
{MODULE 3}	INTERNATIONAL TRADE FINANCE (10.07.2023 to 12.07.2023) <ul style="list-style-type: none">• Overview of FEMA regulators on Exports and Imports• Trade settlement Techniques• Financing of International Trade.• Letter of Credit and UCPDC• Foreign exchange risk management.
{MODULE 4}	FOREIGN TRADE POLICY (13.07.2023 to 15.07.2023) <ul style="list-style-type: none">• Salient features of FTP 2023• Advance Authorization and DFIA Scheme• EPCG Scheme.• EOU/EPZ/EHTP/STP/BTP/ along with SEZ• RoDTEP Scheme

{MODULE 5}

EXPORT PRICING & COSTING (17.07.2023 to 19.07.2023)

(5A):

- **Defining Price and understanding price and pricing.**
- **Different pricing policies**
- **Understanding Marginal cost of exports**
- **INCO TERMS 2010 (International Commercial Terms 2010)**
- **Developing Pricing strategy (Formula) for International marketing using INCOTERMS.**

(5B):

INTERACTIVE SESSION

Procedures for trade promotion, RODTEP, SEIS, INCENTIVES & practical aspects of foreign trade.