**ADVANCED DIPLOMA IN EXPORT IMPORT MANAGEMENT**

**(Recognised by BSS Government of India)**

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Director`s Speech

Vocational, Educational and Entrepreneurship courses in field Export Import Management are perhaps one of the most important, yet inadequately met courses for budding exporters and Importers of our country. The need for up gradation of these courses is the need of the hour. When the country’s entire economic perspective in undergoing a sea change, it is essential for India as the emerging global market to stay abreast with the latest changes taking place in the field of Foreign Trade.

National Institute of Foreign Trade (NIFT-Mumbai) in view of meeting this challenge is making all-out efforts, has designed this programme (Export Import Course) in such a fashion so as to create more and more Entrepreneurs and Managers in field of Export and Import management.

Why Export Import Course?

Export Import Course give foundation to career in International Market and Trade.

The rapid growth of International trade has opened enormous opportunities for qualified and skilled professional to administrators the Export and Import Process. National Institute of Foreign Trade, provides online Export Import Course as well as offline courses also.

While all eyes are on the booming economy of INDIA, are you thinking how to **increase your market share in the competitive market** and **expand, International Market, overseas?**

**About Course:**

This course is outlined for those in pursuit of better employment opportunities or independent Export-Import business. The objective of this course is to acquaint the participants with Practical knowledge, which would help them to become export-import executives or to start their own Export-Import business.

**Syllabus:**

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| **INTERNATIONAL MARKETING:** |
| INTERNATIONAL MARKETING:Introduction: Basic of International Marketing. Difference between International and Domestic market. Impact of Globalization, disintermediation and Liberalization on the International market. India’s Foreign Trade: Balance of payment. Recent trends in India's foreign trade. Measures to boost India's foreign Trade. | **Global Environment for Exports:** Factors affecting world trade World Trade Organization (WTO), UNCTAD and ICC Regional Economic Groupings - EU, LAFTA, NAFTA, SAFTA, SAARC. ASEAN, etc.**Basic Principles of International Marketing:** Market segmentation, Targeting positioning, Brand Image. Identifying foreign markets. Sources of Information and importance of data. Overseas marketing research. Promotion of products in global markets. Product planning and Channels of distribution. |
| Please Note: Assignment is mandatory for appearing final Exam |

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| **EXPORT MANAGEMENT:****(Exports Procedures & Documentations, Exports Finance, Banking & Exchange Regulations.)** |
| **Exports Procedures & Documentations:** **DEFINITION :*** Definition of Export and Import.
* Understanding an Export Transaction.
* Preliminaries of starting Export Import Business

**EXCHANGE RATE MECHANISM:*** Role of banks in Foreign Trade Transaction
* Basic Concepts
* Outward and Inward remittances in Foreign Exchange
* Buying and Selling of Foreign Exchange
* Different types of foreign currency rates
* NOSTRO, VOSTRO and LORO accounts

**PROCEDURE FOR STARING FOREIGN TRADE ACTIVITY**(Preliminary to start Export-Import Business)* Setting of an export organisation
* Categories and types of Exports
* Online procedure for obtaining IEC and RCMC
* Identifying and sourcing of the Buyers in the international market
* Negotiation with the foreign prospective foreign Buyer
* Forex/FTP policy provision regarding samples and Gifts
* Export Order, its scrutiny, processing and execution
* Payment Terms
* Various methods of settlement of export/ Import transaction.
* Documents on collection and Letter of Credit, including understand of UCPDC

**DOCUMENTATION.*** Complete export documents, including principal, auxiliary and regulatory documents.
* Importance of various export documents
* Export Documents and GST
 | **EXPORTS FINANCE, BANKING AND EXCHANGE REGULATIONS.****EXPORT PRICING:*** Costs Concepts: Fixed, Marginal and Variable Costs
* Export Pricing, Break Even Analysis
* Cost Sheet for Exports, including Freight and Insurance
* International Commercial Terms (INCO 2010 &2020)
* Problems on export Pricing

**EXPORT FINANCE:*** Preshipment and Post Shipment Finance
* Export Finance in Foreign Currency
* Scrutiny of Export Letter of Credit and Negotiation of documents under LC
* Discrepant documents

**EXPORT CREDIT AND GUARANTEE CORPORATION (ECGC)****DEFERRED PAYMENT EXPORTS**:* Suppliers Credit / Buyers Credit
* Project exports

**EXIM BANK,** * Its role and functions

**FACTORING AND FORFEITING.****FEMA:*** Introduction to FEMA, Authorized Dealers
* Current account and Capital account Transaction
* Rupee convertibility on Current/ Capital account
* FEMA provisions regarding Exports, EEFC and Diamond Dollar Accounts
* Foreign Currency accounts for Residents and Non Residents

**FEDAI*** FEDAI Role Functions Rules

**DERIVATIVES, HEDGING, OPTIONS ETC.** |
| Please Note: Assignment is mandatory for appearing final Exam |

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| IMPORT MANAGEMENT:Imports procedures & documentations, Customs Clearance & Freight Forwarding. |
| IMPORTS PROCEDURES AND DOCUMENTATIONS:Definition: Need for Imports. Definition and meaning of Imports. How to read Import Export Policy and Procedures?Procedures for Imports: Import finance. Opening of Import Letter of credit. External commercial Borrowings. Buyers Credit/Trade Credit. Direct Imports. Retirement of Import documents under an LC or otherwise on collection. FEMA provision regarding Imports.GST: Main provisions for Imports / Exports. | Role of Customs and regulations regarding imports Indian Customs Act. 1962. Customs Tariff Act, Filing of Bill of entry. Clearance of cargo at the time of imports. Valuation and assessment of goods for payment of customs duty. Method for calculation of customs duty. Import of Technology, Drawings and Designs. Import of Samples / Gifts. Imports for personal use & Baggage rules. Imports through post and courier.Customs Clearance & Freight Forwarding.Customs duties.Customs clearance of  export goods.Customs clearance of  imported goods.Project Imports . |
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| **INTRODUCTION TO INTERNATIONAL TRADE:****Foreign Trade Policy, Foreign Trade Logistics and Cargo Insurance.** |
| Need for International Trade:Foreign Trade Policy:Preamble Legal Frame work. Various definitions. Govt. objective under Foreign Trade Policy. Structure of Import Policy. ITC (HS) classification of Imports. General policy provisions regarding Imports and exports. Promotional Measures. Duty exemption / Remission Scheme. EPCG scheme. SEZ, 100% EOU's, EHTP, STP, SEZ, FTZ etc. Deemed Exports. Current Foreign Trade Policy.Cargo Insurance:  Introduction to need and importance of marine insurance. Basic principles of insurance applicable to cargo clause A, B & C. Ocean, air and inland transit clause. Insurance premiums. Insurance claim procedures, documentation and time limit. | Foreign Trade Logistics:Logistics Introduction to global logistics. Different modes of shipments. Different modes of operation of shipping. Different modes of transport. Multi modal transport system. Chartering practice. Conference system. Containerization FCL / LCL, CFS, ICD. Third party logistic service providers. CHA, FFA, C&FA, Ship operating agent, NVOCC. Introduction to port operation, harbor facility, terminal facility, VTMS. Customs bonded warehouses.3PL, 4PL, Freight (types and application), freight consolidation. Introduction to custom procedure (logistics). Documentation (logistics). INCOTERM 2020, Selection of INCOTERM. Application of information technology in logistics. |
| Please Note: Assignment is mandatory for appearing final Exam |

After completing the course, Course completion Certificate issued by Institute (NIFT), and after passing DIPLOMA Certificate and Mark-Sheet Issued by BSS Government of India.

VENUE: Churchgate, Dadar –West, Andheri-West, Thane –West & Navi Mumbai.

Online / Contact Classes for

Export Import Course, Supply Chain Management Course, Custom Clearance and Freight Forwarding Course , Shipping Logistics Course.

National Institute of Foreign Trade (NIFT Mumbai), A Recognised by IMC Chamber of Commerce and Industry, offer Online Courses for Export Import Management ( Online Export Import Course ).

Institute (NIFT Mumbai) aims to create awareness to How to Start Export Import Business, what’s are procedures, required documents to obtaining Import Export License, How to Identify the Product's, Market for Export.

For whom? Online Export Import Course.

Those who are interested in perusing career in Foreign Trade (Export Import) better employment opportunities or want to start Export Import Business.

Online Export Import Course is providing complete knowledge, procedures for Export Import and provide the right direction to How to Start Export Import Business.

The online Export Import Course. Exports as also the Import are essential for the economic development of the country. Government also encourage for Export.

Learn online Export Import Course by experts team of faculties, they have more than 30 years in the Industry.

Online Export Import Course. Recognising the need for professionals by the trade and industry in Export Import.

NIFT Mumbai offers online & contact classes for Export Import Course.

Contact for online, Class Room Export Import Course. NIFT-Mumbai

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