

# INDIAN INSTITUTE OF FOREIGN TRADE NEW DELHI



### Announces

MANAGEMENT DEVELOPMENT PROGRAM

# On

EXIM PROCEDURE & DOCUMENTATION

Program Director: Dr. Ram Singh

#### **ABOUT IIFT:**

The Indian Institute of Foreign Trade (IIFT) was set up in 1963 by the Government of India as an autonomous organization to help professionalize the country's foreign trade management and increase exports bv developing human resources; generating, а nalyzing and disseminating data; and conducting research. The Institute visualizes its role as:

• A catalyst for new ideas, concepts and skills for the internationalization of the Indian economy.

• The primary provider of training and research-based consultancy in the areas of international business, for the corporate sector, Government and the student community, at large.

• The Institute is among the top 10 B Schools in India with an A Grade accreditation by NAAC.



IIFT Bhawan, B-21 Qutab Institutional Area, New Delhi-110016

URL : www.iift.edu email : ramsingh@iift.ac.in Phones: +91-11-26965051, 26966563

#### **PROGRAMME** :

The Institute's portfolio of long-term programs is diverse, catering to the requirements of aspiring International Business executives and mid-career professionals alike. These are

- Two-year MBA (International Business), New Delhi, Kolkata, and Dar-es-Salaam
- Three-year MBA (International Business) (Part-Time), New Delhi and Kolkata
- Executive Post Graduate Diploma in International Business, New Delhi (18 months)
- Executive Post Graduate Diploma in International Marketing, New Delhi (18 months)
- Executive Post Graduate Diploma in International Marketing, New Delhi (18 months

Certificate Program in Export Management, New Delhi (4 months)

#### **PROGRAMME OBJECTIVES:**

The program is designed to develop an integrated approach among participants from Industry especially from firms involved in international business or planning to foray into international business. Program suites the mrequirements of anufacturing firms/ services sector firms and trading forms both from public and private sector. Program aims to develop an integrated understanding of documentation and procedures involved in trading internationally in everchanging and emerging global trading regime.

#### **PROGRAMME CONTENTS**

- $\Rightarrow$  Gettiong Started in International Trade-Formalities and Procedure.
- $\Rightarrow$  Understanding Export Import Documents.
- $\Rightarrow$  Export Promotion Measures Under FTP 2015-2020
- $\Rightarrow$  Managing Pre-Shipment and Post-Shipment Finance.
- $\Rightarrow$  Methods of Realizing Export Payments and ensuring guaranteed Export Payments.
- $\Rightarrow$  Credit Risk Management & role of ECGC.
- $\Rightarrow$  UCP 600 & Letter of credit.
- $\Rightarrow$  Currency Risk Management in International Trade.
- $\Rightarrow$  International Commercial Practices and INCO-TERMS 2010.
- $\Rightarrow$  Central Excise clearance formalities for exports.
- $\Rightarrow$  Customs Regulations and Clearance formalities for Exports & Imports.
- $\Rightarrow$  Issues related to neutralizations to VAT/CST
- $\Rightarrow$  Duty Drawback—Claims Procedure.

#### WHO CAN PARTICIPATE?

Executives engaged or likely to be groomed in international business operations in public and private sector enterprises and officers working with Status Export House; Export Promotion Councils, Commodity Boards, Chambers of Commerce, Export Development Authorities, EHTP/SEZ/BTP/STPI/Textiles Parks/Agri Parks; and freight forwarding/ clearing agencies and other service organizations

#### **PROGRAM PEDAGOGY:**

The methodology adopted is easy to understand with far-reaching impacts. Lecture presentations, Panel Discussions, Group Work as well as the reality-based case studies with global perspectives would be the key essentials and deliverables of the programme.

# PROGRAMME DURATION: 5 DAYS (3 - 7 August, 2015)

#### **PROGRAM FEE:**

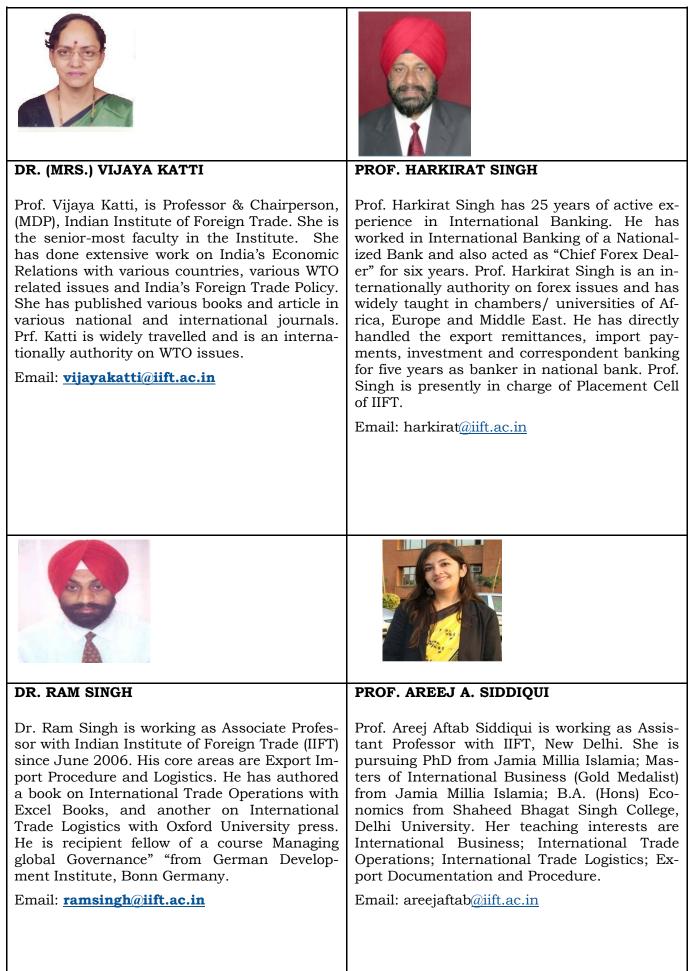
Rs.40000/- per participant **(non-residential)**. Though the programme is nonresidential, accommodation can be arranged in nearby Hotels/ Guest Houses on reasonable rates on request of the participant made in advance.). Programme fee is to be made by the way of Demand Draft /at par cheque in favor of Indian Institute of Foreign Trade, New Delhi. **The payment can also be made through e-transfer (Indian Bank, A/c No.767635122, IFSC Code-IDIBO00M089)**. The transaction details to be intimated to us for realisation of payment.

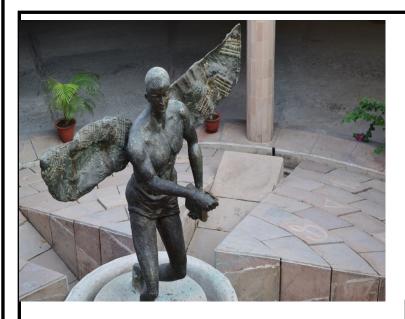
#### **VENUE:**

IIFT Bhawan, B-21, Qutab Institutional Area, New Delhi-110016. The Indian Institute of Foreign Trade is located in Qutab Institutional Area, New Delhi. It is adjacent to Rockland Hospital and Qutab Hotel.



#### FACULTY/ RESOURCE PERSONS :





#### PROGRAM COORDINATION TEAM

Mr. B. Prasanna	Ms. Richa Dua		
Kumar	Programme Asso-		
Programme Officer	ciate (MDP)		
(MDP)	Tele Fax: 011-		
Tele Fax: 011-	26968318		
26968318	Mobile : 9650875969		
Mobile: 9899694416	E-mail: richa@iift.ac.in		
Email: <b>mdp@iift.ac.in</b>			



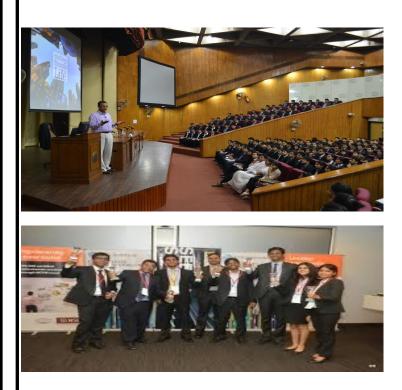
#### HOW TO REGISTER:

The format of registration form for participation is given on the back cover page. The form may be duly filled and returned back along with the Pay Order / Demand Draft of participation fee at the address given below:

#### Mr. B. Prasanna Kumar

Programme Officer Management Development Programmes Room No.422E B-21, Qutab Institutional Area, New Delhi-110016 Fax : 011-26510961

\* For online registrations and latest updates you may also visit our website www. iift.edu







### भारतीय विदेश व्यापार संस्थान



INDIAN INSTITUTE OF FOREIGN TRADE

कृपया विजिटिंग कार्ड संलग्न करें/ Please Attach your

**Visiting Card** 

### प्रबंधन विकास कार्यक्रम - Management Development Programmes

### पंजीकरण प्रपत्र - Registration Form

कार्यक्रम का नाम (दिनांक सहित)		5	5 DAYS MANAGEMENT DEVELOPMENT PROGRAM ON		
Name of the Programme (with Dates)			EXIM PROCEDURE & DOCUMENTATION		
				DURING 3-7 AUG 2015	
				AT IIFT NEW DELHI	
सहभागी का नाम हि	हेंदी में (प्रमाण-पत्र				
पर मुद्रण हेतु)।					
Name of the Participant in Hindi					
सहभागी का नाम अंग्रेजी में		Mr./ Ms./Mrs.		First & Middle Name	Last Name
Name of the Participant					
पदनाम एवं विभाग	Г				
Designation & Department					
संस्था का नाम/O	rganization				
कार्यालय का पत	Т				
Office Address					
onice Address					
		शहर/City:		राज्य/State:	पिन कोड/ Pin Code:
		देश/Country:			
दुरभाष	देश कोड/Co	ountry Code		टीडी कोड/STD Code	नम्बर/Number
Phone:					
फैक्स/ Fax:					
मोबाइल/Mobile:		ई-मेल	ई-मेल/Email :		
नामाकंन प्राधिकार	Ĵ				
Nominating Authority :					
पदनाम/Designation :				मोबाइल/Mobile :	
ई-मेल/E-mail :					
Payment Details					