

To,
All Members of EEPC INDIA
Western Region

15 DAYS CERTIFICATION PROGRAMME IN FOREIGN TRADE

Starting from November 15 to December 01 2021
2:30 pm to 4:30 pm (2 hrs every day)

Venue : Webex Meeting

We feel great pleasure to inform you that for the benefit of its members, EEPC INDIA regularly organizes a series of training programmes on different topics taking into consideration the current scenario in International Trade.

In the modern competitive world, Goods and Services are sourced across the Globe. The International purchasers are highly Price sensitive and are certainly not Quality insensitive. This ever pressing demand has effectively resulted in most international suppliers decreasing their prices & enhancing the Quality. Thus Price and Quality which were regarded as two significant parameters to sustain & promote International trade have been corrected by Suppliers across the world to the beneficial advantage of purchasers.

In this connection, EEPC INDIA, Mumbai is organizing **15 days** Certification Programme in Foreign Trade which will be conducted by various faculties and experts in their respective field (**profile provided**). Timing would be 02.30 pm - 04.30 pm Over WEBEX Meeting. Joining Link will be provided to the confirmed participants.

Date	Topic	Speaker
15.11.2021 to 17.11.2021 2 hrs (Mon - Wed) 3 sessions (02:30 pm to 04:30 pm)	{MODULE 1} International Marketing	Prof. A. N. Khedkar
18.11.2021 to 20.11.2021 2 hrs (Thurs - Sat) 3 sessions 02:30 pm to 04:30 pm	{MODULE 2} Shipping & Logistics	Prof. S. R. Binju
22.11.2021 to 24.11.2021 2 hrs (Mon - Wed) 3 sessions (02:30 pm to 04:30 pm)	{MODULE 3} International Trade Finance	Prof. Eknath Birari
25.11.2021 to 27.11.2021 2 hrs (Thurs - Sat) 3 sessions 02:30 pm to 04:30 pm	{MODULE 4} Foreign Trade Policy	Prof. A. N. Khedkar
29.11.2021 to 01.12.2021 2 hrs (Mon - Wed) 3 sessions (02:30 pm to 04:30 pm)	{MODULE 5} Export Pricing & Costing	Prof. A. N. Khedkar & Prof. S. R. Binju

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

This Programme will give a bird's eye-view of all practical aspects required to be used while trading globally. Although the modules are stand alone coverage of different aspects of international trade, the interlinks of the module enables the participants to understand global trade holistically right from a product or service in hand passing to the overseas market through the process of activities required to be efficiently and effectively carried out with government authorities; Primarily Finance ministry (customs), Commerce ministry (DGFT) and Transport ministry (Port, shipping and logistics). Foreign Trade Policy module will cover the topic "**Salient features of RoDTEP scheme**" instead of MEIS scheme. The latest update under this Scheme till the date of Session will be covered

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

The certificate 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. 12,000/-	Rs. 2,160/-	Rs.14,160/-

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

	Fees per Participant	18% GST	Total
EEPC INDIA MEMBERS	Rs. 9,000/-	Rs. 1,620/-	Rs. 10,620/-
NON MEMBERS	Rs. 11,000/-	Rs. 1,980/-	Rs.12,980/-

You are requested to send the nomination of your Company Participants at an 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

Registration link: https://app.eepcindia.org/ems/seminar_management/seminar_registration/MTY1

For any further details, you may contact myself and my colleagues as given below

Dr. Rajat Srivastava at rsrivastava@eepcindia.net Mob: 097690 63838

Mr. Varun Chulet at vchulate@eepcindia.net Mob: 098336 54932

Mr. Anil Rawat at arawat@eepcindia.net Mob: 098208 86788

For Gujarat - Mr. Sudhakaran Nair, Deputy Director, snair@eepcindia.net Mob: 097256 63534

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

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

Thanks & Regards

Dr. Rajat Srivastava

Regional Director (WR) & Director (M & S)

Mob: 09769063838



AN EPC UNDER UNION MINISTRY OF COMMERCE & INDUSTRY, GOVERNMENT OF INDIA

{MODULE 1}	INTERNATIONAL MARKETING (15.11.2021 to 17.11.2021) <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 (18.11.2021 to 20.11.2021) <ul style="list-style-type: none"> • Nature, Scope and Role of logistics • Modus operandi of shipment (Dock Stuffing/Factory Stuffing/ICD) • Means and mode of transport • Understanding sea-routes through commercial geography • Logistics linkage of types of ships, cargo and containers • Overcoming Present Challenges in Logistics & Shipping
{MODULE 3}	INTERNATIONAL TRADE FINANCE (22.11.2021 to 24.11.2021) <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 (25.11.2021 to 27.11.2021) <ul style="list-style-type: none"> • Salient features of FTP 2015-20 • Advance Authorization and DFIA Scheme • EPCG Scheme. • EOU/EPZ/EHTP/STP/BTP/ along with SEZ • RoDTEP/SEIS Schemes.
{MODULE 5}	EXPORT PRICING & COSTING (29.11.2021 to 01.12.2021) <ul style="list-style-type: none"> • Defining Price and understanding price and pricing • Different pricing policies • Understanding Marginal cost of exports • INCO TERMS 2010 (International Commercial Terms 2010) • Cost Optimization Techniques in Logistics & Shipping • Developing Pricing strategy (Formula) for International marketing using INCOTERMS.