



Department of Commerce
Ministry of Commerce & Industry
Government of India

EEPCINDIA
ENGINEERING THE FUTURE



11TH EDITION OF 15 DAYS CERTIFICATION PROGRAMME ON FOREIGN TRADE (EXPORT-IMPORT)

Starting from 5th December to 21st December 2024

2:30 pm - 4:30 pm (2 hrs. everyday)

Venue - Zoom Meeting

Get trained in International Trade by Industry Experts

Greetings from **EEPC** India!!!

EEPC India, Kolkata, is organizing a 15-day Certification Programme on Foreign Trade designed to provide participants with in-depth knowledge of global trade practices. Conducted by leading experts in the field. Tailored for professionals, entrepreneurs, and students, the course aims to enhance participants' understanding of the dynamic global market, equipping them with practical skills and strategies to succeed in international business. This comprehensive program offers valuable insights to thrive in the increasingly competitive world of foreign trade.

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 Programme in Foreign Trade

Module	Topic	Date	Time
1	INTERNATIONAL MARKETING <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. 	5, 6 & 7.12.2024	2.30 pm to 4.30 pm
2	SHIPPING & LOGISTICS <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. 	9,10 & 11.12.2024	2.30 pm to 4.30 pm



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3	FOREIGN TRADE POLICY <ul style="list-style-type: none"> • FTP 2023 • Advance Authorization and DFIA Scheme • EPCG Scheme. • EOU/EPZ/EHTP/STP/BTP/ along with SEZ • RoDTEP Scheme 	12,13 & 14.12.2024	2.30 pm to 4.30 pm
4	INTERNATIONAL PAYMENT TERMS & L/C <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. 	16, 17 & 18.12.2024	2.30 pm to 4.30 pm
5	EXPORT PRICING & COSTING <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) • Developing Pricing strategy (Formula) for International marketing using INCOTERMS. 	19, 20 & 21.12.2024	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/-



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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. 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	HDFC BANK
Address of Branch	No 2/6, Minto Park, Central Plaza, Sarat Bose Road, Sreepally, Ballygunge, Kolkata, West Bengal 700020
Account No.	50200005451527
IFSC Code	HDFC0000014
Type of Account	CURRENT A/C

Click & Register -

https://app.eepcindia.com/ems/seminar_management/seminar_registration/NDU5

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

Mr. Shibasish Sen, Executive Officer at ssen@eepcindia.net Mob: 06291959391

Mr. Tanmoy Manna, Sr. Assistant at tmanna@eepcindia.net Mob: 08017204020

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
Additional Executive Director

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EEPC INDIA

(An EPC under Ministry of Commerce and Industry, Government of India)