

MAHRATTA CHAMBER OF COMMERCE, INDUSTRIES AND AGRICULTURE
24th CERTIFICATE COURSE IN INTERNATIONAL TRADE

18 MAY – 17 AUGUST, 2009

About the Course

International Business Links of Indian Industry, Services and Agriculture sectors have been growing rapidly in the last few years. The Foreign Trade Policy, business friendly structure of customs and other laws, globalisation initiatives of companies, increasing interaction between the delegates from abroad and companies from Pune have opened many opportunities for increased international business. Even though currently, currently there are problems for growth in exports in certain markets, India and Pune region in particular has been less affected. In fact this situation gives all of us an opportunity to explore alternative markets and products, forge new alliances for increasing our market share and effectively leverage the incentives available for exports.

The Chamber has been conducting various Training Programmes through its Committees. One of the most popular Courses is the Certificate Course in International Trade. The Course is designed to provide extensive knowledge about the various aspects involved in International Business.

FOR WHOM

- Entrepreneurs
- Sponsored Candidates from Companies
- Post Graduate Students and
- Students who have passed / appeared for the Degree Examination and are interested in making a career in International Trade

FACULTY

- Senior Government Officials
- Experts in various Aspects of International Trade
- Prominent Exporters
- Bankers
- Facility Providers

PARTICIPATION FEES

Rs. 7500 per participant for sponsored candidates of MCCIA Members, Post Graduate Students and students who have appeared for Graduation this year

Rs. 9000 for others

To be paid in Cash / Cheque / DD at the time of registration in favour of Mahratta Chamber of Commerce, Industries and Agriculture

DURATION

18 MAY – 17 AUGUST, 2009

Normally lectures will be conducted on Mondays, Tuesdays, Wednesdays and Fridays (minor modifications may be made as required)

TIMING

6:00 P.M. – 8:00 P.M.

VENUE FOR LECTURES

505 A Wing, MCCIA Trade Tower, ICC Complex, Senapati Bapat Road, Pune 411 016

Topics to be covered in the Course

1. 1. Foreign Trade Policy and Procedures
2. 2. Customs Law and Procedures
3. 3. Excise Procedures for Exports and Imports
4. 4. Incoterms and Uniform Customs and Practice for Documentary Credits
5. 5. Incentives for Exports
6. 6. Special Economic Zones and International Trade
7. 7. Shipping Documents for exports and imports
8. 8. Logistics Management
9. 9. Financing International Trade
10. 10. Export Pricing
11. 11. Foreign Exchange Issues in International Business
12. 12. Export Marketing
13. 13. Strategies for Success in International Trade
14. 14. Export Markets – countries in E.U., Asia, Africa, Gulf etc.
15. 15. Export of Engineering and Auto and Auto components, IT and ITES,
Agriculture and Food Processing
16. 16. Framework governing Foreign Direct Investment in India
17. 17. Operations of Multinational Corporations in India
18. 18. Sourcing from India by MNCs – opportunities for exporters
19. 19. Effective Sourcing from abroad
20. 20. Overseas Investments by Indian Companies
21. 21. Issues relating to WTO and its impact on India's Foreign Trade
22. 22. Anti Dumping Framework in India and abroad
23. 23. Intellectual Property Rights and International Trade
24. 24. Effective Communication and Intercultural Issues
25. 25. Quality Aspects in International Trade
26. 26. Bar Coding and International Standard Numbering
27. 27. Third Party Inspection in International Trade
28. 28. Role of Export Import Bank of India in International Trade
29. 29. Role of Export Credit Guarantee Corporation of India in International Trade
30. 30. Marine Insurance Formalities
31. 31. Experience Sharing by Business Leaders

VISITS TO

Office of Joint Director General of Foreign Trade, Pune
One of the Inland Container Depots in Pune
J.N.P.T., Navi Mumbai (subject to approval)

GROUP PROJECTS ON

Topics Relevant to International Business (to be decided in consultation with Faculty and Participants)

For registration and further details please contact :

Mr. S. H. Kopardekar / Mrs. Vinaya Ingale / Mrs. Madhura Chipade
Maharatta Chamber of Commerce, Industries and Agriculture
505 A Wing, MCCIA Trade Tower, ICC Complex
Senapati Bapat Road, Pune 411 016
Tel : 020-25709211 / 213 fax : 020-25709021

Email: sudhanwak@mcciapune.com; vinayai@mcciapune.com;

REGISTRATION FORM

Name of the of the Participant

Sponsoring Company

MCCIA Membership No.

Tel. No.

Mobile No.

Fax

Email

Address for Correspondence

Qualification of the Participant

(Graduation/Diploma with 3 years experience is suitable for the course)

Fees : Cash / Cheque / Demand Draft

Cheque / DD No.

Name of the Bank

Amount in Rs.

Please return this form duly filled in to

Mr. S. H. Kopardekar / Mrs. Vinaya Ingale

Mahratta Chamber of Commerce, Industries and Agriculture

505 A Wing, MCCIA Trade Tower, ICC Complex

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