

Shri Mudhaidevi ShikshanSanstha's

**Prof. Sambhajirao Kadam College, Deur,  
Tal. Koregaon, Dist.-Satara**

Tal. Koregaon Dist.-Satara Pin-415 523



**And**

**M/S Innovative Engineering, Satara**

Registered office: Plot. No. B-6, MIDC Area, Satara

Jointly Started

**Professional Skill Development Programme on  
International Trade  
(Export-Import Management)**

Operational Procedures & Practices

Year 2021-22



# Professional Skill Development Programme on International Trade (Export-Import Management) Operational Procedures & Practices



**Name of Course:** Professional Skill Development Programme on International Trade  
(Export-Import Management)

**Course objective:** Modular programmes in the emerging fields offering highly rewarding career opportunities (Initially introduced under value addition, enrichment programmes (2018-19); upgraded to full-fledged Professional skills development course offered from 2019-20)

**Specific Objectives:** The programme is aimed at achieving the following specific objectives.

1. Inculcating professional skills leading to developing the skilled human resource of high caliber in the field of international trade
2. Fostering professional skills and competencies so as to enhance employability/ Self-employed professions, entrepreneurs in the emerging and highly rewarding fields, thus, catering to the needs of the economy, society and the county as a whole;
3. Imparting learner centric training with a focus to make them capable of fetching gainful and sustainable job opportunities in the emerging fields of international trade
4. Preparing the professionals such as Export-Import Managers
5. Preparing for ITS/IAAS/IPTAFS/IES competitive examinations for the coveted government jobs such as IRS, Customs Officers;
6. Strengthening and harnessing on the collaborations with potential employers, industry, business establishments by way of conducting practical oriented session, offering apprenticeships, on the job training and possible placements.

**Programme specific Outcomes:**

1. Successful completion of course clubbed with internship and the job training;
2. Attainment of desired level of core competencies in the skills imparted under the specific programme;
3. Acceptance by the industry as the interns and prospective employees as Export-Import Manager, Marketing Manager, Logistic Manager, Export-Import Accountant;
4. Capable of self-employed professional as Export-Import Consultant, Customs House Agent (CHA), Forex Professional, Freight Forwarder;
5. Capable of being Entrepreneurs such as Manufacturer Exporter, Merchant Exporter;

6. Successfully cracking the UPSC/SSB competitive examinations leading to coveted government jobs like Commissioner of Customs, Customs Officer.



**Eligibility for the Course:**

12<sup>th</sup> Pass in any Stream

**Admission of Programme :**

Admission Forms are issued and submitted in Month of July

**Programme fee:**

Per Module – 2000/-

**Programme Duration:** 03 Year

**Coordinating Department:** Entrepreneurship and Placement Cell





Entrepreneurship and Placement Cell, Prof. Sambhajirao Kadam College, Deur

&

M/S Innovative Engineering, Satara

Jointly Started

**Professional Skill Development Programme on International Trade**

**(Export-Import Management)**

**Prospects, Perspective, Operational Procedures & Practices**

**Students List 2021-22**

Sr. No.	Name of the Students	Class	Village	Phone No.
1	Bankar Pranali Abhijit	B.A.II	Ambawade	8080306132
2	Shelar Bhaskar Bhagwan	B.A.II	Tokobachiwadi	9699537549
3	Bhoite Shradha Jaydeep	B.Com.II	Hingangaon	9730640511
4	Bankar Satyam Shivaji	B.Voc. II	Dhaval	7709103529
5	Pawar Aditya Shrinivas	B.Voc. II	Satararoad	8530456683
6	Kamble Amar Vinesh	B.Voc. III	Salpe	7741090715
7	Mali Sourbha Balasaheb	B.Voc. III	Miraj	9145555461
8	Kumbhar Gayatri Youraj	B.Voc. II	Kambleshwer	8010381608
9	Pawar Mandira Dipak	B.Voc. II	Rewadi	7030587884
10	Pawar Saloni Tushar	B.Voc. II	Saswad	9067816010
11	Sutar Chaitrali Hanmant	B.Voc. II	Kolwadi	7498480235
12	Phalke Ajit Chandrakant	B.Com.III	Satararoad	8262892226

**Professional Skill Development Programme on International Trade**  
**(Export-Import Management)**  
**Time Table -2021-22**

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
2:00 to 3:00	Theory Lecture	Theory Lecture	Theory Lecture	Theory Lecture	Spoken English (Special Lecture)	Practical (Full Day) At Venue: Innovative Engineering, Satara
	Dr.S.S. Potbhare	Dr.S.S. Potbhare	Dr.S.S. Potbhare	Dr.S.S. Potbhare	Prof.S.S.Adate	Er. Arvind Kadam Entrepreneur

Date : 15 /03/2022

**Dr. B. N. Bhosale**  
Principal,  
Prof. Sambhajirao Kadam College,  
Deur, Tal. Koregaon, Dist. Satara.







# Professional Skill Development Programme on International Trade (Export-Import Management)

**Syllabus (2021-22)**

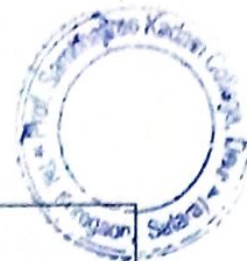
## MODULE-III: International Trade: Operational Procedure & Practices

Sr.No	Content
<b>A</b>	<b>International Trade Agreements</b>
1	What is GATT Agreement on trade & tariffs?
2	World Trade Organisation (WTO) & its Functions
3	How is India Placed on World Map in terms of International Trade Agreements
4	Understanding Different Types of Trade Agreements FTA/PTA /CECA/CEPA with <b>Venn Diagram</b>
5	Understanding Hierarchy of regional Trade Agreements: <b>Venn Diagram</b>
6	Most Favoured Nation Status(MFN)
7	Non-tariff Barriers (NTBs)
8	Understanding ATA Carnet
9	Global Compliance in Exports
<b>B</b>	<b>Trade Standards &amp; Regulations in India for Exports-Imports</b>
1	What is ITC- HS Codes? Indian Trade Classification
2	Who sets India's Trade Standards?
3	Understanding <b>FEMA,1999, Guidelines</b> and Foreign Exchange Regulations ( <b>RER</b> ), 2015 of RBI
4	Implication of GST in Export Chain
<b>C</b>	<b>India's Foreign Trade Policy (EXIM Policy)</b>
<b>D</b>	<b>International Marketing &amp; Research</b>
1	Difference Between Domestic & International Marketing
2	Understanding Elements of International Marketing
3	Various Benefits of Exporting
4	Challenges associated with Exporting
5	International Marketing Strategy
6	International Marketing Research
7	Effective Tools of International Marketing





<b>E</b>	<b>Export Finance Schemes</b>
1	EXIM Bank Schemes
2	RBI Schemes
3	Nirvic Scheme
4	APEDA Schemes
5	GST Refund Benefits to Exporters
6	Trade Finance Terminology
<b>F</b>	<b>Shipping &amp; Logistics: Flow Chart in a Nutshell</b>
1	Understanding the Shipping Process from Beginning to End
2	What are <b>Incoterms 2020</b> in International Trade Transactions? <b>An overview</b>
3	Importance of Packaging in Exports
<b>G</b>	<b>Operational Procedure &amp; Practices</b>
1	<b>Export is Rewarding: Export Incentives</b>
2	How Export Incentives benefit a country
3	India's Export Initiatives: Diagram
4	Export Incentives, Types & Benefits
5	How to Export from India? Export Procedure: Flow Chart in a Nutshell
6	Understanding High Sea Sales (HSS)
7	What is Merchant Trade Transaction (MTT)?
8	How to Import to India: Import Procedure
<b>H</b>	<b>Digital India Mission in India's Export-Import: SWIFT &amp; e-SANCHIT Application for electronic Customs Clearance by CBIC, Govt of India</b>
1	Benefits & Features of SWIFT & e-SANCHIT Application: 24x7 Online & Paperless Export-Import Trade
2	What is <b>ICEGATE</b> ? What are its benefits?



<b>I</b>	<b>Methods &amp; Risks of Payment in International Trade</b>
1	Payment Risk Diagram
2	Payment Implication of UCP-600 (Rules of ICC)
3	Currency Risk Management
4	Role of Export Credit Guarantee Corporation (ECGC) in Risk Management of Exports
4	Export Promotion Councils (EPCs): Showcasing India to the World
5	India's Region wise Exports: <b>Diagram</b>
6	India's Major Export Destinations: <b>Graphical</b> Presentation
7	Existing Export Trade Promotion Ecosystem: <b>Diagram</b>
8	Types of Export Promotion Councils (EPCs)
9	Role & Functions of Export Promotion Councils
10	Benefits of Export Promotion Councils
11	Role of IIFT/ EIC/ FIEO/CII/FICCI etc & Regulatory Authorities such as DGFT/EIC/BIS/IIC in Export Promotion
12	What is Registration cum Membership Certificate (RCMC)? Why is it required?
13	How to apply for RCMC & FIEO Certificate
<b>J</b>	<b>Practicals</b>
<b>K</b>	<b>Highly Rewarding &amp; Growing Career Opportunities</b>
1	<b>As Professional:</b> Import-Export Consultant/ Customs House Agent
2	Highly Rewarding <b>Job Opportunities</b> in Export Ventures
3	Online Certificate Course <b>Skills in Export-Import Management</b> by Indian Institute of Foreign Trade under NiryatBandhu Scheme (GoI.) <b>How to obtain</b>
4	How to become Customs House Agent?
<b>L</b>	<b>Glossary</b>





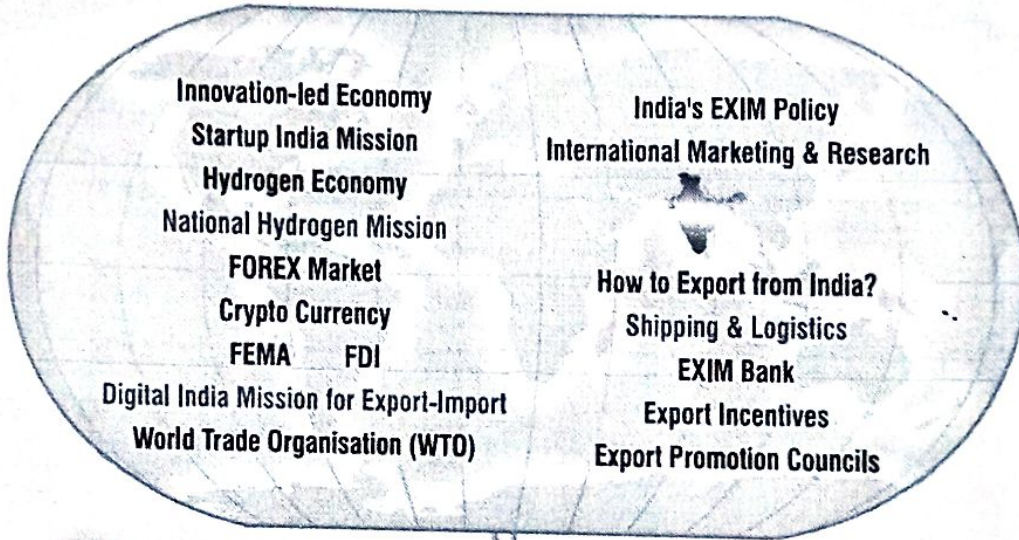
Estd. 1999  
Explore, Innovate,  
Research & Excel

# INTERNATIONAL TRADE

Prospects, Perspectives, Operational Procedures & Practices



INNOVATIVE ENGINEERING  
MANUFACTURING & EXPORT VENTURE



Innovation-led Economy  
Startup India Mission  
Hydrogen Economy  
National Hydrogen Mission

India's EXIM Policy  
International Marketing & Research

FOREX Market  
Crypto Currency  
FEMA FDI  
Digital India Mission for Export-Import  
World Trade Organisation (WTO)

How to Export from India?  
Shipping & Logistics  
EXIM Bank  
Export Incentives  
Export Promotion Councils



**SHOWCASING INDIA TO THE WORLD**



|| Bahujaan Hitay ||

Shri Mudhaldevi Shikshan Sanstha's

**PROF. SAMBHAJIRAO KADAM COLLEGE, DEUR (SATARA)**

**The World of Competent Learning**

- Fostering Global Competencies amongst Students ■
- Contributing to National Development by developing skilled human resource of high Calibre! ■

*An Initiative towards the Quest for Excellence!*





# COURSE CONTENTS

## I MODULE-I :

**Innovation-led Economy : towards Sustainable Economic Development**

- A Classical Economics: Review
- B Innovation-led Economy
- C Hydrogen Economy: An Envisioned Future of Green Economy & a Solution to address Climate Change Issue

## II MODULE-II :

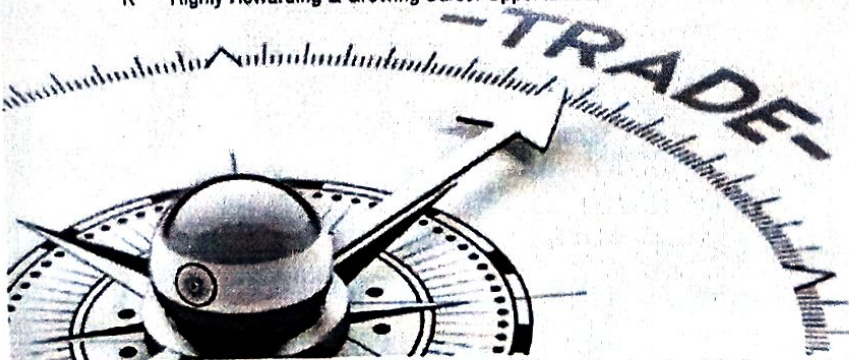
**Currency & Foreign Exchange Reserves**

- A Currency
  - Global Currency
  - Foreign Exchange Reserves
  - Forex Market
  - Crypto Currency : Bitcoin
- B Trade Balance and Foreign Direct Investment (FDI)

## III MODULE-III :

**International Trade : Operational Procedure & Practices**

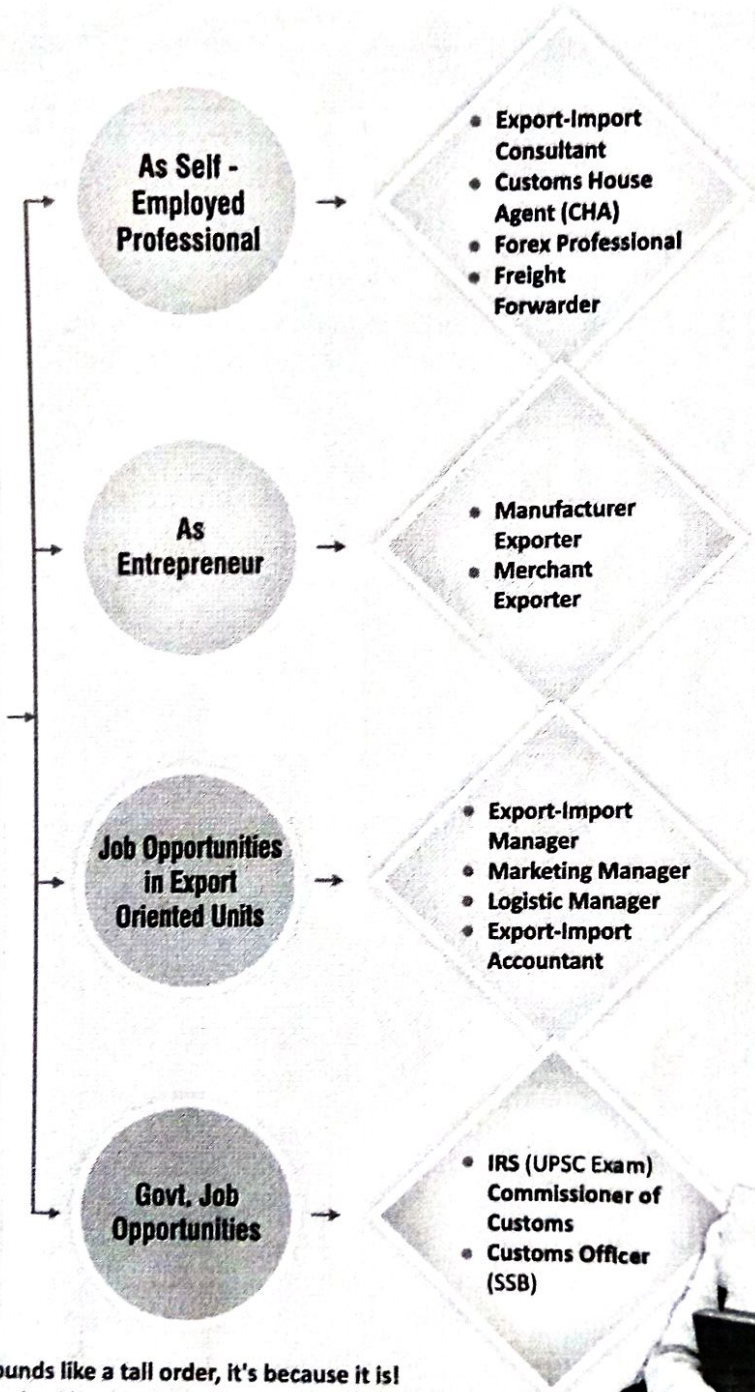
- A International Trade Agreements
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- C India's Foreign Trade Policy (EXIM Policy)
- D International Marketing & Research
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- F Shipping & Logistics: Flow Chart in a Nutshell
- G Operational Procedure & Practices :
  - How to Export from India?
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  - Application for electronic Customs Clearance by CBIC, Govt of India
- I Methods & Risks of Payment in International Trade
- Export Promotion Councils (EPCs) : Showcasing India to the World
  - India's Major Export Destinations
- J Practical
- K Highly Rewarding & Growing Career Opportunities



INTERNATIONAL TRADE



**HIGHLY REWARDING CAREER OPPORTUNITIES IN INTERNATIONAL TRADE**



**INTERNATIONAL TRADE**

“ This sounds like a tall order, it's because it is! That's why, it's one of the most sought after, growing positions in global trade today. ”







The World of Competent Learning...



श्री. संभाजीराव कदम महाविद्यालय, सातारा



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