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METASKILL DEVELOPMENT CENTRE

EXPORT-IMPORT COURSE



WHY ARIHANT METASKILL DEVELOPMENT CENTRE ?

-  **100% internship interviews arrangements**
-  **Life time technical error solving support**
-  **Certificates after Course Completion**
-  **Placement Assistance**
-  **Weekend Batches**
-  **ISO Certified Course**
-  **Industry Expert Trainers**
-  **Soft Skills Training**
-  **Technical Assistance**
-  **Interview Preparation**



COURSE CONTENT

INTRODUCTION:

- **Opportunities into EXIM**
- **Myths and Continents Past**
- **Present and Future Scope**

INTERNATIONAL BODIES:

- **Framework and Regulations**
- **ICC**
- **WTO**
- **WCO**

NATIONAL EXIM PROMOTIONAL BODIES

- **DGFT**
- **RBI**
- **CUSTOM**
- **Stake Holders in EXIM Procedure**

NATIONAL EXIM PROMOTIONAL BODIES

- **Export Promotion Council**
- **RCMC**
- **IEO**
- **Commodity**



COURSE CONTENT

EXPORT – IMPORT CYCLE

- **Export – Import Procedure**
- **Overview & STEPs**

Export – Import License – IEC

- **How to apply IEC**
- **Documents**
- **Charges and Procedure**

SET-UP EXPORT BUSINESS

- **Registrations and Memberships like PAN CARD**
- **GST**

PRODUCT SELECTION

- **Importance of Product Selection**
- **Criteria and Understanding with statistics**
- **Criteria and Understanding**
- **Research and knowledge gathering**



COURSE CONTENT

PRODUCT RESEARCH

- **Applications**
- **Standards**
- **Packaging**
- **Storage**

SUPPLIERS FINDING AND IDENTIFYING

- **How to find suppliers**
- **Resources and Identification**
- **MGQ**
- **Capacity**
- **Standards**
- **Payment Terms, Dealing, Customization etc.**

MARKET SELECTION

- **Importance of Market Selection**
- **Finding the market with statistics**
- **Criteria and understanding**
- **FTA and FTP**

TYPES OF PACKAGING

- **Packaging Standards**
- **Types of packaging**
- **Material Manufacturing**
- **Sizes**
- **Labelling**



COURSE CONTENT

TYPES OF CONTAINERS

- **Types of Containers Sea**
- **AIR**
- **Capacity**
- **FCL and LCL**
- **Consolidated Consignments**

COSTING N QUOTATION

- **How to prepare costing for product as per various incoterms**
- **Inclusion and exclusions**
- **Risk**
- **Responsibility and Cost**

INCOTERMS

- **Types of Terms**
- **Risk Involved**
- **Definition of Delivery**
- **Quotation and Costing**

BUYERS FINDING

- **Buyers Finding Resources**
- **Platforms and Procedure**



COURSE CONTENT

B2B Marketing

- **Concept of Marketing**
- **5 P's of Marketing**
- **Media and platforms of Marketing**
- **Content Preparation and Marketing for Export.**
- **B2B Sites**
- **Local Search Engines**
- **Yellow Pages**
- **Social Media etc.**

BUYERS IDENTIFICATION

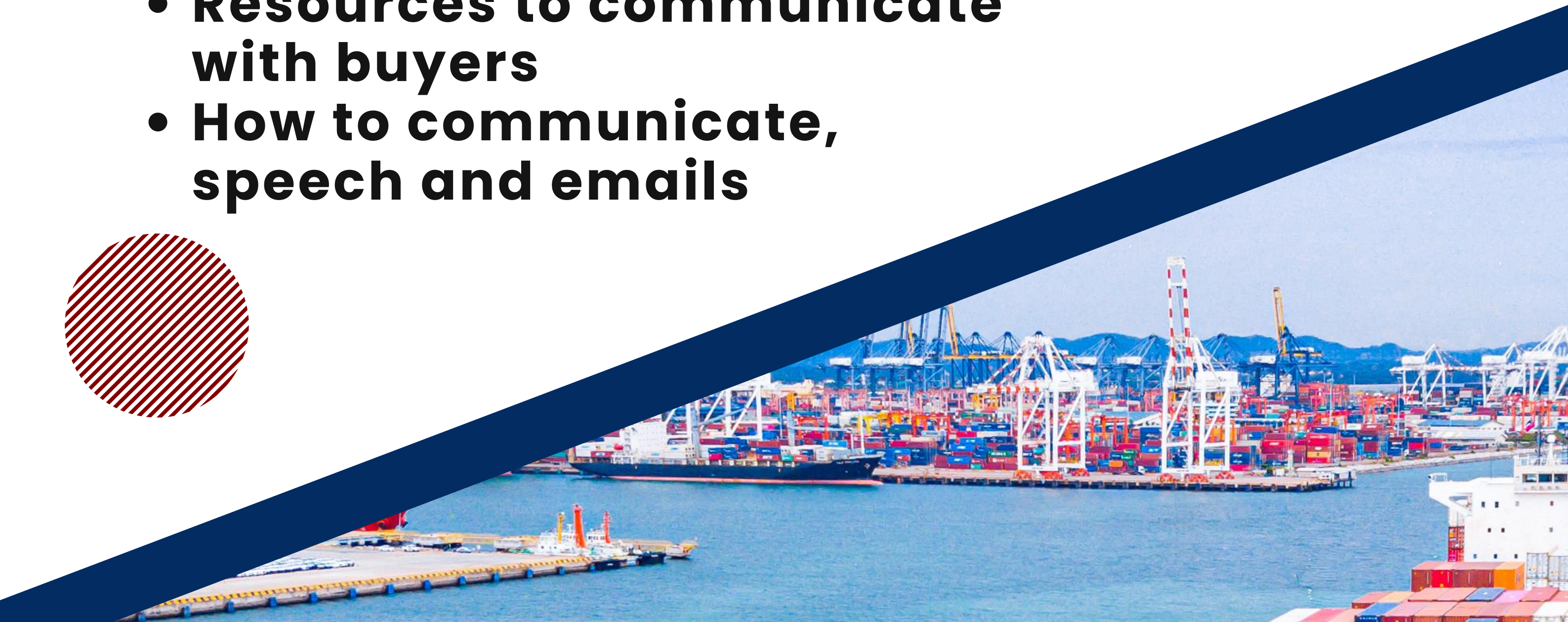
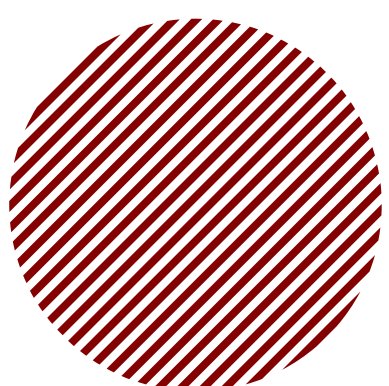
- **How to identify buyer**
- **Platforms and procedures**

BDMS – BUYER DATABASE MANAGEMENT SYSTEM

- **Find, Create and maintain Buyers database management system format**
- **System, Findings, Follow ups**

BUYERS COMMUNICATION / VERIFICATION

- **Resources to communicate with buyers**
- **How to communicate, speech and emails**



COURSE CONTENT

PAYMENT TERMS

- **Types of Payment Terms - Risks and Benefits**
- **Procedures Letter of Credit - Types of L/C**
- **Clauses**
- **Articles and Reading and Managing L/C**
- **How to prepare L/C**

DOCUMENTATION

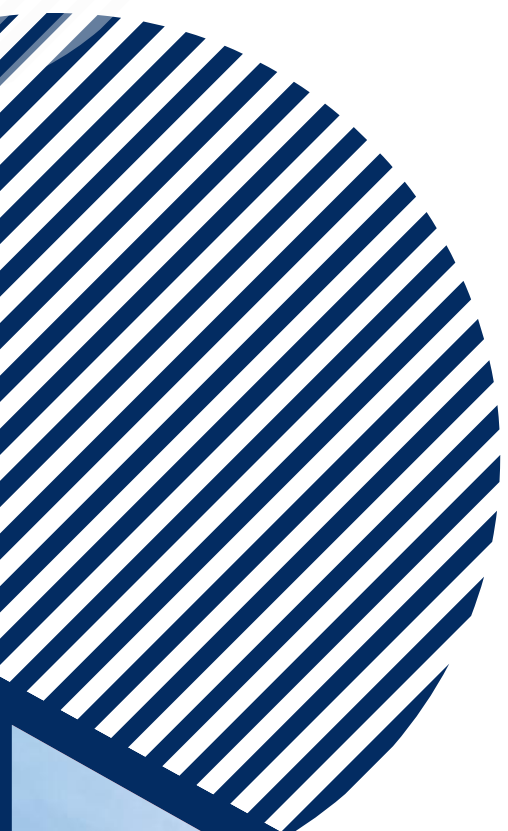
- **How to prepare**
- **Who are agencies to collect and to approach to get documents**

GST IN EXPORT-IMPORT

- **GST**
- **Procedure**
- **How to get waived off**
- **IGST Documentation**
- **Return Filing**

CUSTOM PROCEDURE

- **Custom Clearance Procedure**
- **Documentation**
- **Customs ACT and precautions**



COURSE CONTENT

IMPORT PROCEDURE

- How to import
- Import Duty IGST.
- Rules and Regulations

GOVERNMENT BENEFITS

- All government benefits on export-import,
- Identification, and procedure to claim,
- Ailment

RISK MANAGEMENT

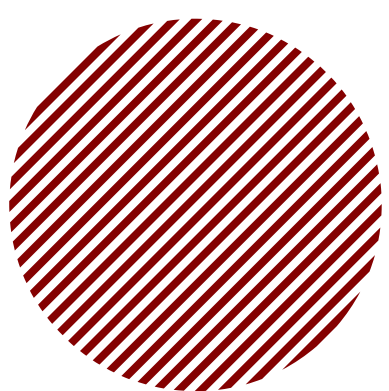
- Identify Risk;
- Solutions to those risks involved in Export- Import

SHIPPING LOGISTICS

- A.D.Code registration
- Shipping & Logistics
- Role of CHA and Freight Forwarder

CONTRACTS AND LEGAL ASPECTS

- How to prepare various contracts between seller and buyers domestically and Internationally



Testimonials

Export-Import course at Arihant Metaskill development center is really good. It helps you to grow your business in international market. Faculties are best in their teaching. I am doing this course from AMDC. It is really helpful to me.

Bhavy Patel

I completed export - import course at Arihant Meta Skills and it was highly informative and practical. Viral sir and Haresh sir were highly experienced, and the curriculum covered setting up export business, market and product analysis, documentation and regulatory compliance etc. The course provided valuable insights and skills for success in international trade.

Harsh Jariwala

I'm the student of Expert In Exports at Arihant Metaskill. I would like to appreciate the efforts of mentors of AMDC in which they provide structured educational programs with knowledge and skills relevant to my chosen field. There are experienced and knowledgeable faculty members in Arihant who are passionate about their subject matter and committed to the success of their students. There is a well-maintained and adequately equipped infrastructure in AMDC. The availability of these facilities are greatly enrich my experience and contribute to my personal and professional development. Thank you AMDC for giving us such opportunities.

Javal Matliwala



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