



Seminar on **Starting a Merchant Export Business**

Saturday, April 27, 2019 - 4.00 p.m. to 8.00 p.m.

Venue: Torrent-AMA Management Centre, Core-AMA Management House, ATIRA Campus, Dr. Vikram Sarabhai Marg, Ahmedabad-15.

Rationale : Traditionally export business in India has been conducted by Merchant Exporters. Even today merchant Exporters contribute more to exports from India than Manufacturer Exporters or even Corporate Exporters in Net Terms. These are Exporters who do not manufacture the goods which they export. This category of Exporters is akin to Traders in the Local Market.

The Traders of various goods in Local Market think of diversifying into exports but are reluctant to do so due to lack of adequate knowledge of the subject.

Objective : Objective of this program is to Encourage Businessman with nuances of getting into exports business as "Merchant Exporters".

For Whom : The program would of use to all those intending to get into export business, individuals, Housewives and Trading Fraternity.

Contents :

- What is Merchant Export?
- How to be a Merchant Exporter?-Compliances.
- Pre & post Exports Incentives.
- Sources of Overseas Market Information.
- Identification of export product and Market.
- Pricing for Export.
- Export Documentation and Procedure.
- Miscellaneous

Special Feature : All the topics at seminar will be discussed based on newly announced Foreign Trade Policy 2015-20, as amended on 5th Dec,2017.

Faculty: Mr. S.M. Chaturvedi, M.com., LL.B(Gen.), P.G.D.B.A., P.G.D.E.M., P.G.D.P.R., P.G.D.I.R., & P.M) is a management consultant in International Business besides being a visiting faculty with leading Institutes of Management in India. He is corporate trainer and Motivational speaker who has conducted more than 5000 seminars on all India basis besides over 200 In-company Training Programs. He possesses over 17 years of Corporate experience and over 30 years of consultancy experience catering to corporate cliental.

Registration Charges: Rs.300/- per participant inclusive of GST. Registration charges includes course fee, cost of reading materials and refreshment. The cheque may please be drawn in the name of 'Ahmedabad Management Association.'

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April 27, 2019

Registration Form: Please fill-in and return this form along with participation fee to:

Ahmedabad Management Association, ATIRA Campus, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

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Name(s)	Position
1.	
2.	
Organisation:	
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Address:	
	Pin Code:
Phone:	Mobile:
E-mail:	