Industries Commissionerate,
Government of Gujarat
GoG-AMA Centre for International Trade

AHMEDABAD MANAGEMENT ASSOCIATION

Seminar on

How to Calculate Export Price

Thursday, December 20, 2018 - 9.30 a.m. to 5.00 p.m.

Venue: Torrent-AMA Management Centre, Core-AMA Management House, ATIRA Campus, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

It is observed that exporters having good export product and prepared to offer competitive price, either end up in loosing export order or are left with less profit while quoting price. The reason under both the circumstances is lack of knowledge on pricing methodology for export.

The concept of cost based pricing as applicable in domestic market does not apply in International Market, where prices are fixed by the buyer. Therefore with reference to export always expression **Export Pricing is used instead of Export Costing.**

Objective : The objective of this 1 day program is to acquaint the participants with the method of export pricing with reference to Indian Context.

For Whom : The program would be of use and interest to all exporters, Professionals involved with International Business as well as aspiring exporters.

Contents :
- Concept in Export Pricing
- Advance Authorization – Duty Free Authorization
- Duty Drawback
- MEIS Scheme
- Determinants in Export Pricing
- Consolidated Pre – Post Export Incentives
- Study of Cost Sheet for Export
- Miscellaneous
- Question – Answer

Special Feature : All the above topics will be discussed based on updated Foreign Trade Policy announced on 5th December, 2017 and GST Act & Rules,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.

Fee : Rs.1000/- per participant inclusive of GST. Fee includes course fee, cost of reading materials, lunch and refreshment. Cheque should be drawn in favour of "**Ahmedabad Management Association**". **If you wish to avail GST Credit, please provide your GST Number. Tax Invoice will be issued on receipt of your GSTN.**

Seminar on How to Calculate Export Price **December 20, 2018**

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
Ph.: 079-26308601-5 • **Mobile:** 9537407187, 7069940917, 7203030990 • **Fax:** 079-26305692 • **E-mail:** ama@amaindia.org
Website: www.amaindia.org • **Android Mobile App:** AMA-Ahmedabad amaIndia.org

Name(s) Position

1.

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Organisation:

GST No.: AMA GST No.: **24AAATA 5881D1Z0**

Address:

Pin Code:

Phone: Mobile:

E-mail: ☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐