



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



Programmes on
**International Trade-Exports &
Import: Shipping Techniques**

Programme for Beginners & Freshers

Six (6) Sundays, January 20 to February 24, 2019 • 9.30 a.m. to 12.30 p.m.

FOR ONLINE REGISTRATION AND PAYMENT, PLEASE CLICK

[HTTP://WWW.AMAINDIA.ORG/MANAGEMENT-TRAINING-AND-DEVELOPMENT-PROGRAM](http://www.amaindia.org/management-training-and-development-program)

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

Module-1 : Sunday, January 20, 2019 • 9.30 a.m. to 12.30 p.m.

Introduction to Export

- What is Export – Concept of Exports, how – where & why to Export
- Export procedures & documentations in exports both Air & Sea
- Role of Indian customs in exports for both Air & Sea
- How & What to Export by Air and Sea Freight & Land

Module-2 : Sunday, January 27, 2019 • 9.30 a.m. to 12.30 p.m.

Introduction to Import

- What is Import– Import Operations & Procedures and Letter of Credits
- Importance and Role of Customs for Imports
- Various schemes of Imports Customs Clearances
- High Sea Sales and Switch BLs

Module-3 : Sunday, February 3, 2019 • 9.30 a.m. to 12.30 p.m.

Documentation

- INCO terms
- International Shipping with Sea & Air Freight Solutions
- Importance of Packaging and Labeling in Exports
- Pallestisation - a technique for Exports

Module-4 : Sunday, February 10, 2019 • 9.30 a.m. to 12.30 p.m.

Export Marketing

- How to Identify, approach and retain overseas buyers
- Role of Transport as an element of Logistics in Exports & Imports
- Communication & negotiation Skills in Logistics and Customer care in shipping

Module-5 : Sunday, February 17, 2019 • 9.30 a.m. to 12.30 p.m.

Shipping & Logistics

- Different types of Shipping – how to ship by Air & Sea freight
- Hazardous cargoes and how to ship hazardous & Dangerous goods
- Care to be taken while shipping dangerous goods
- What is Break-bulk and project Cargo – Logistics and Shipping of Odd Dimensions Cargo and How to ship Odd Size & Oversized cargoes and its operations

Module-6 : Sunday, February 24, 2019 • 9.30 a.m. to 12.30 p.m.

Exim Opportunities - Gujarat

- Gujarat - a hub for exports
- Role of Gujarat ports and Gujarat Maritime Boards
- Potential areas and various commodities exports out of Gujarat
- Upcoming Industrialization in Gujarat to enhance exports
- Business Opportunities in Gujarat to increase Trade & Commerce

Faculty : **Ms. Manisha Thaker**, Faculty for Exports and Imports & EXIM consultant, Vadodara. Ms. Manisha Thaker did her Masters degree from the S P University of Vallabh Vidhyanagar, Gujarat. She has worked with reputed organisations in Freight Forwarding in the Management and Senior Management levels for all Exports and Imports through Air and Sea both. She has rich experience in Logistics, Shipping, and operations for General cargoes as well as odd dimensions cargoes. She is also specialized in handling Breakbulk and Project Cargoes. She has been a guest faculty to many organisations with a rich practical experience.

Fee : Concessional Registration fee Rs.700/- per module per participant inclusive of GST. Fee include course fee, course material and High-tea. The cheque may please be drawn in the name 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.**

**Programmes on International Trade-Exports & Import: Shipping Techniques
January 20 to February 24, 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.

Phone: 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)	Module No.
1.	
2.	
Organization:	
GST No.:	AMA GST No.: 24AAATA 5881D1Z0
Address:	
	Pin Code:
Telephone(s):	Mobile:
E-mail:	<input type="text"/>