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

AHMEDABAD MANAGEMENT ASSOCIATION

Programmes on

LETTER OF CREDIT and INCO TERMS

(For Exporters and Importers)

Thursday, January 24, 2019 - 9.30 a.m. to 5.00 p.m.

Venue: Torrent-AMA Management Centre, Core-AMA Management House, ATIRA Campus, Vastapur, Ahmedabad -15.

Traders and manufacturers engaged in international business of import and export have to deal with Letter of Credit (referred to as L/C) as a means of securing payment. Various documents like Bill of Lading, Certificate of Origin and Insurance Policy are called for under L/C.

Unless the exporter submits the documents properly and strictly in conformity with the L/C obtaining payment will become difficult.

As L/C is issued subject to a set of rules called UCPDC (Uniform Customs and Practices for Documentary Credit) comprehensive understanding of various Articles under UCPDC becomes essential for importers and exporters who deal with L/C. Similarly they must be aware of International Standard Banking Practices(called ISBP). The bankers who deal with L/C need to have comprehensive knowledge of these Rules.

Moreover while quoting the price for the product the supplier and the buyer need to be aware what all expenses each party has to bear. This aspect is taken care of by quoting appropriate INCO TERMS.

In order to enable the importers and exporters to understand the concept and mechanism of L/C and precautions to be taken by them this program " LETTER OF CREDIT and INCO TERMS" has been designed with simple and easy explanation of concepts and their practical application by bankers and customers.

CONTENT OF THE PROGRAM

- Meaning and Concept of L/C (with examples)
- Bank's Norms and Regulatory Guidelines
- How L/C Mechanism works and its process
- Various Documents to be submitted under L/C
- INCO TERMS like FOB, CIF etc. (11 Inco terms)
- Precautions to be taken by Importer and Exporter
- Understanding Important Articles under UCPDC
- Understanding Important Clauses under ISBP
- Various Types of L/C
- Questionnaire on LC, UCPDC and ISBP

WHO CAN PARTICIPATE: Exporters, Importers, Consultants and Intermediaries can join. Junior executives in Trade Finance departments of Banks will also find this program useful.

FACULTY: Mr. K. RAJASEKARAN. He has been Senior Banking Executive with STATE BANK OF TRAVANCORE and GLOBAL TRUST BANK LTD. He was formerly Professor / HOD of Banking and Finance at Chennai Business School.

CONCESSIONAL FEE : Rs.1000/- per participant. Fee includes course fee, cost of reading material, lunch & 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.**

Programme on LETTER OF CREDIT and INCO TERMS **January 24, 2019**

REGISTRATION FORM: Please fill-in and return this form along with participation fee to:
Ahmedabad Management Association, Dr. Vikram Sarabhai Marg, ATIRA Campus, Ahmedabad 380 015.
Mobile: 9537407187, 7069940917, 7203030990 • Phone: 079-26308601-2-3-4-5 • Fax: 079-26305692
E-mail: ama@amaindia.org • Website: www.amaindia.org • Android Mobile App: AMA-Ahmedabad amaIndia.org
Cheque should be drawn in favour of "**Ahmedabad Management Association**".

Name(s) Position

1.

2.

Organization:

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

Address:

Telephone(s): Mobile:

E-mail: