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

ON CAMPUS

Celebrating 70 AMAzing Years

AHMEDABAD MANAGEMENT ASSOCIATION®

Batch-149

COMPREHENSIVE PROGRAMME ON EXPORT & IMPORT

SUMMARY

Exports and Imports form a crucial component of the economic cycle of any country. They are important for maintaining the fiscal wellbeing of the country. Apart from economic prospects, Exports and Imports helps a nation to build strong international relation and foreign reach. The import export market has gone through vast alteration over the years. Statistics show that many Indian entrepreneurs are looking forward to expanding their business at international level pertaining the higher profit margins. Many fresher or graduates are also seeking to enter in Export-Import sector. This comprehensive program will educate aspirants to set up Export or Import business with ease, acquaint the participants with various export-import procedures and documentation and familiarize the participants about the export-import sector that will allow them to do international business with ease.

CONTENTS

- Introduction to Exports & Imports
- Fundamentals- Basic Laws
- Fundamentals- Laws, Rules, Regulations
- Classification & Taxation of Imports & Exports
- How to Start- Initial Establishment
- Initial Registration- IEC
- Other Registrations-RCMC, etc.
- GST on Exports/Imports
- How to determine Export Products
- How to find overseas buyers
- Export Sampling
- Export Costing & Pricing
- Incoterms- FOB/C&F/CIF
- Exports/Imports Payment Terms- Advance/LCs/DP/DA/
- Open A/c, Escrow A/c, Barter Deal
- Export Order Execution Process
- Export Credit Insurance
- Export Inspection & Quality Control
- GST Vis-à-Vis Exports
- Customs Clearance
- Drawback + RoDTEP
- Duty Exemptions
- 100% EOU/SEZ
- Imports & Reimports
- Analysis of Export & Import Documents.

FOR WHOM

Entrepreneurs, Executives, working in small/medium industries, Students of Management, Persons interested in starting Export-Import Business

DATES : **Monday to Saturday, November 30, 2026 to January 2, 2027 (30 Days – 45 Hours)**

TIME : **8.00 AM to 9.30 AM**

PROGRAMME FEE : **Rs. 5,000/- (including 18% GST)**

FACULTY : **Mr S V Modi,** Export-Import Consultant and Senior Trainer of AMA

CERTIFICATION : Certificate would be provided upon successful completion of the programme (Minimum 70% attendance required)

ISO 9001:2015 CERTIFIED

For enquiries and nominations, please reach us at:
AHMEDABAD MANAGEMENT ASSOCIATION
AMA Complex, ATIRA Campus, Dr. Vikram Sarabhai Marg,
Ahmedabad 380 015.
www.amaindia.org ama@amaindia.org
079-26308601 / 02 Mobile: 7203030990

Scan this QR Code