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

LIVE ONLINE

Celebrating 70 AMAzing Years

AHMEDABAD MANAGEMENT ASSOCIATION®

TRAINING SESSIONS FOR BEGINNERS
HOW TO START AN EXPORT BUSINESS

LEARNING OUTCOMES

- Basics on how, what, where, why to exports & how to start
- Exports Procedures and Documentation
- Understanding ICD/CFS /Port/ warehouse, Types of containers & loading/stuffing techniques
- How to find buyers for your export business?
- Costing pricing & using the right Inco terms
- Understanding Imports, Procedures and Letter of Credits
- Packaging & Palletisation technique
- Understanding the Role of shipping lines and LCL consolidators
- Basics on how to ship Dangerous Goods
- Importance of Logistics and Transportation
- How to choose the carrier for your export/import goods?
- How to save the cost & techniques used in international Trade?
- What you should know about Odd dimension goods and how they can be shipped by Air or Sea mode.
- Understanding Breakbulk & Bulk cargo and Vessel chartering

FOR WHOM

- Aspiring exporters
- Logistics & Supply Chain Professionals
- Entrepreneurs planning to start export business
- Students and professionals seeking career opportunities in EXIM

DATE & TIME : **November 16 to 27, 2026 (Monday to Friday) - 6.30 PM to 8.00 PM**

PROGRAMME FEE : **Rs. 1500/- (including 18% GST)**

FACULTY : **Ms. Pooja Sant** is an EXIM professional with over 10 years of experience in international trade, shipping, and freight forwarding. She currently works as Manager – Inside Sales at Logibeats Freight Services Pvt. Ltd., handling global freight solutions and client relationships. Alongside her corporate role, she conducts EXIM training sessions with institutes and industry platforms across India, focusing on practical aspects of export–import and global logistics.

ISO 9001:2015 CERTIFIED

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