



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



PROGRAMMES ON FOREIGN TRADE

Prog. 1 EXPORT BUSINESS TECHNIQUES

- How to identify, locate and Retain overseas buyer

Sunday, June 18, 2017 (9.30 a.m. to 1.00 p.m.)

Concept in Exports:

- Identification of Export Market
- Keys to Successful Overseas Marketing
- Sources of Market Information
- Planning an Overseas Visit and Meeting the Buyers
- Elements of Export Contract
- Determinants – Retention of Buyer
- Importance of Communication and Negotiation in buyer retention
- Complaint handling and mechanism
- follow up

Prog. 2 MODES OF SHIPPING & LOGISTICS

Sunday, June 25, 2017 (9.30 a.m. to 1.00 p.m.)

Contents:

- Spearheading International business
- Port and Port Management
- Importance of packaging and palletisations
- Ideal packagings for specific commodity
- Cost Cutting techniques in Export and import operations
- Role of freight forwarders and agents

Prog.3 INTERNATIONAL TRADE SHIPPING & OPERATIONS - INCO TERMS, AIR AND SEA FREIGHT

Sunday, July 2, 2017 (9.30 a.m. to 1.00 p.m.)

Contents :

- What is International Trade and Various stages of documentation & INCO TERMS
 - Pre-shipment and Post shipment documentations
 - Importance of Documents
 - Regulatory & Commercial documents
 - EDI procedure of Documentation
 - Practical Pre-Shipment Documents
 - Practical-Post -Shipment Documents
 - Check List for Pre & Post Shipment Documents.
 - What is Air Cargo and Air Cargo-Freight Forwarding
 - Preparation of Airway Bill
 - What is Sea Cargo-Freight Forwarding
 - Role of Carrier & Agent;
 - What is Dangerous Goods by Air & Sea.
 - Flow chart for Air and Sea operations
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