



# EXPORT EXPERTS GLOBAL



## LEARN IMPORT EXPORT BUSINESS PRACTICAL TRAINING PROGRAM



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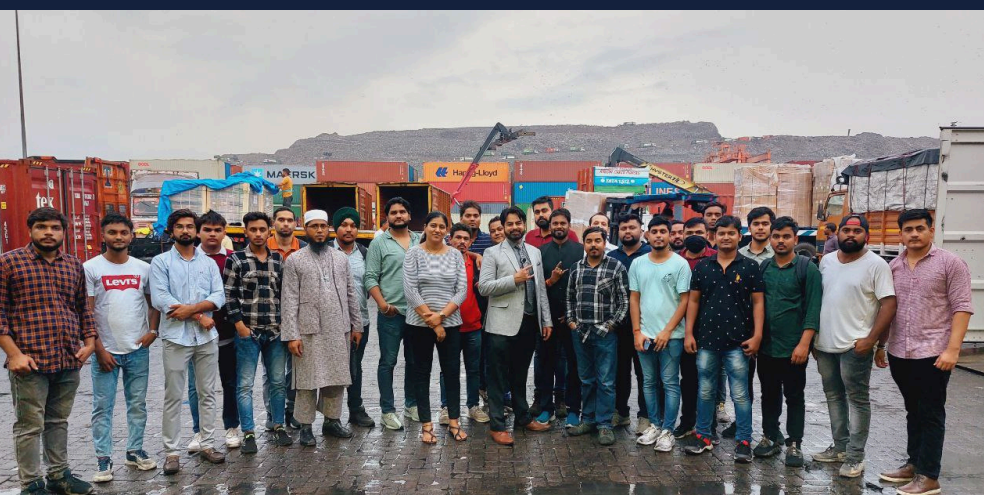
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# Respected Sir / Madam

We are sending you all the details about the Export and Import Practical Training Program.

## OVERVIEW

Export & Import Training Program is designed for students looking to enhance their knowledge in international business as well as working professionals and businessmen who want to start their export-import business on a very short scale and investment. This Practical Training program takes the students, working professionals, and businessmen through various areas of study to be a master of international business.



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## Eligibility

- Any Individual Who Wants to be an Entrepreneur.
- 10+2 or Any Graduate (Optional).

## Duration For Delhi Batch

- 3 Days Weekdays Fast Track Training Program Batch.  
+ 1 Day Practical Port Visit.
- 3 Sundays Weekend Fast Track Training Program Batch.  
+ 1 Day Practical Port Visit

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## Training Program Timings

- **Time :-** 11 Am to 5 Pm (4 Days)







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## Eligibility.

- Any Individual Who Wants to be an Entrepreneur.
- 10+2 or Any Graduate (Optional).

## Duration For Mumbai & Kolkata Batch

- 2 Days Fast Track Training Program Batch.  
+ 1 Day Practical Port Visit.

## Training Program Timings

- 9 Am to 6 Pm.  
(Lunch Break will be Provided.)







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## Duration for Online Batches

### Weekend Batch :

- Saturday and Sunday (Total 5 Saturday and Sunday)
- Time: 10am to 12pm

### Weekdays Batch :

- Monday to Friday (5 Days Regular)
- Time: 9pm to 11pm



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## **PRACTICAL TRAINING PROGRAM** **COURSE MODULE**

### **Module 1: Introduction of Import Export Business:-**

1. Introduction to Import Export Business
2. What is Import Export business? and why it is Important for world?
3. What are the Types of Importer and Exporter?
4. How to start Import Export Business with Minimum Investment?
5. How to do Import Export Business Part-Time / Full Time?
6. What are the Opportunities in Import Export Business?
7. How much Profit we can make in Import Export Business?

### **Module 2 : Establishing an Organisation:-**

1. How to start a Firm/Company/Organization?
2. What are the types of Firm/Company/Organization?
3. What are the Documents required for opening a Firm/Company/Organization?
4. How to get Import Export License- IEC Code?
5. How to Select a Best CA –Chartered Account for your Import Export Business?
6. How to select a Brand name for your Business?
7. How to select Logo for your Company/Brand?







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## **PRACTICAL TRAINING PROGRAM** **COURSE MODULE**

### **Module 3 : Banking and Finance:-**

1. How to select Bank for Export Import Business?
2. Types of Banks for Export Import Business?
3. What is the role of banks in Import Export Business?
4. What is Ad code in Export Import Business?
5. How to get Loan for Import Export Business?
6. What is Pre-shipment Finance in Export Import Business?
7. What is Post-Shipment Finance in Import Export Business?
8. What is FEMA in International Trade?
9. What is RBI- Reserve Bank of India?
10. What is the role of RBI in International Trade?
11. What is Forward Contract in Export Import Business?
12. What is the EEFC account Exchange earners foreign currency Account in Import Export Business?
13. What is PCFC –Pre-Shipment Credit in Foreign Currency?

### **Module 4 : Payment Terms in Import Export Business:-**

1. What are the Payment Terms in Export Import Business?
2. What is LC- Letter of Credit in Import Export Business?
3. What Types of LC-Letter of Credit is Used in Export Import Business?
4. Difference between LC- Letter of Credit, DP, DA, TT?
5. Which is the safest Payment term in Import Export Business?
6. What is LC at Discount?
7. How to check all Legal Documents?
8. What is NDA – Non-Disclosure Agreement?
9. What is a Promissory Note?
10. What is MOU- Memorandum of Understanding?



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## **PRACTICAL TRAINING PROGRAM** **COURSE MODULE**

### **Module 5 : Product Selection for Export Business? :-**

1. How to select a product for Export Business?
2. How can you take more Margins in Export?
3. How to Compete with China?
4. How to start Exporting with low Investment?
5. How to Source a Product?
- 6 State-wise product selection
7. Country-wise product selection
8. List of Profitable Products Export from India.

### **Module 6 : Government Schemes and Export Incentives:-**

1. What are Export Incentives?
2. What are the Types of Export Incentives?
3. What is Duty-Free Import Authorisation Scheme?
4. What is Advance Authorisation Scheme?
5. What is Market Access Initiative (MAI) Scheme?
6. What is RODTEP Scheme?
7. What is EOU, EPZ, SEZ, Software Technology Parks, Spice Parks, Biotechnology Parks
8. What is Status Holder Certificate?
9. What are Electronic Hardware Technology Parks?
10. What is EPCG (Export Promotion Capital Goods Scheme)?
11. What is DBK- Duty Drawback Scheme?

### **Module 7: Risk Management and Insurance in Export Import Business? :-**

1. What are the risk in Import Export Business?
2. What are the types of Risk in Import Export Business?
3. How to Manage Payment Risk in Import Export Business?
4. What is ECGC (Export Credit Guarantee Corp)?
5. How to do Secure your Payment in Export Import Business?



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## **PRACTICAL TRAINING PROGRAM** **COURSE MODULE**

6. What are the Risk Covered by ECGC ?
7. What are the Types of Insurance in Import Export Business?
8. What is Marine Insurance?
9. What is the process of Claim and Settlement?
10. What are the Documents Required for Claim and Settlement?

### **Module 8 : How to Select Countries for Import Export Business?:-**

1. Market Entry Strategies.
2. How to select best country as per your budget and Product?
3. Country wise Product Demand and Profit.
4. What is HS code of Product?
5. How to find HS code of Product?
6. How to do Market Research for Product?
7. Market Advisory Services.

### **Module 9 : Logistics and Shipping For Export :-**

1. What is Incoterms?
2. What are the Types of Incoterms?
3. Which Incoterm is Best for Export Business?
4. What is Ex Works (EXW)/FCA/FAS/FOB/CIF/CFS/CIP/CPT, etc.?
5. How to Export Small Orders?
6. How to Export by Sea?
7. How to Export by Air?
8. How to Export by Road?
9. How to Calculate Shipping Price?
10. Which is a suitable Container for your Product?







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11. What are the different Types and Sizes of Containers?
12. What is LCL and FCL Shipment?
13. Who is CHA (Customs House Agent)? What is the role of CHA –Custom House Agent in Export Import Business?
14. How to send Sample for Export?

### **Module 10 : How to Start Import Business? :-**

1. What are the opportunities in Import?
2. How to select a Product for Import?
3. How to select a country for Import?
4. How to Import from China?
5. How to check Import Duty on your Product?
6. How to Calculate Import Duty on Your Product?
7. What are the Documentation Process for Import?
8. How many Types of Duty in Import Process?
9. How to check supplier is Genuine or Not?
10. What is best Payment Term for Import Business?
11. How to do Inspection for Import?
12. Practical Process and Documentation

### **Module 11 : Packaging and Inspection :-**

1. How to do Packaging in Import Export Business?
2. What are the different types of Packaging in Export Import Business?
3. Country-wise Packaging for Export Import Business?
4. What is Labelling and Marking? And How to do it?
5. Inspection for Import Export Business?
6. Types of Inspection in Import Export Business?
7. Why do Buyer Reject our goods?
8. What if Packaging is damaged during Transit?
9. Different Types of Packaging for Different Products?
10. What is a Source of Packaging?







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## **PRACTICAL TRAINING PROGRAM** **COURSE MODULE**

### **Module 12 : How to Find Buyer/ Supplier for Import Export Business?:-**

1. How to Find Buyers / Suppliers for Export-Import?
2. How to Communicate with Buyers / Suppliers for Export- Import?
3. How to Draft an Email – for Communication?
4. How to Check whether Buyers /Suppliers are genuine or not?
5. How to get Buyers /Suppliers Data?
6. Which organisations arrange Buyer/Supplier meetings?

### **Module 13 : How to do Export Import through E-Commerce :-**

1. How to start E-Commerce Export/Import?
2. What are the Documents Required for E-Commerce Export/Import?
3. What are the Challenges in E- Commerce Export /Import?
4. How do select Product for E- Commerce Export/Import?
5. How do calculate Commissions, Pricing and Costing in E-Commerce Export /Import?

### **Module 14 : How to Calculate Export / Import Pricing?:-**

1. How to calculate pricing for Export/Import?
2. How to send Quotation?
3. Methods of Calculating pricing and costing.

### **Module 15 : Practical Documentations and Certifications for Export/Import: -**

1. How to prepare all documents PI- Proforma Invoice, COO- Certificate of Origin, CL- Commercial Invoice ,Packing List, Bill of Entry etc. Export/Import
2. How to Prepare all Certifications like ISO, Fumigation, Inspection, FSSAI, Halal, etc. for Export / Import

### **Module 16 : Practical Visit:-**

1. ICD (Inland Container Depot)
2. Market Visit\*
3. Cold Storage Visit\*
4. International Trade Fair Visit\*





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**MR. HARSH DHAWAN**  
Founder & CEO

**Careerguru Export Experts Global**

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**Thanks and Regards,  
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