



FEDERATION OF INDIAN EXPORT ORGANISATIONS

Set up by Ministry of Commerce, Government of India
ISO 9001:2008 Certified



BIMTECH
BIRLA INSTITUTE
OF MANAGEMENT TECHNOLOGY

www.bimtech.ac.in



Diploma in
**Foreign Trade
Management**
(VIIth Batch)

ABOUT THE PROGRAM

Joint diploma in Foreign Trade Management
by Federation of Indian Export Organisations and
Birla Institute of Management Technology

Inauguration
Ceremony



Convocation
Ceremony



Visit
to Industries



Visit to ICD
Tughlakabad



Visit to
BIMTECH



BACKGROUND

The growing complexities of export-import business, the process of globalization of the markets and the consequent competitiveness require every player to have a thorough knowledge of the theory and practice of foreign trade. Keeping in view the major difficulties one faces either as a manager or an entrepreneur with respect to identifying foreign market, product development, payment and financing procedures and documentation, the program has been designed to encompass all components that are required to understand foreign trade in totality.

OBJECTIVES

The course has following objectives

- To help the beginner to enter foreign trade
 - To make the current practitioner adept in handling various facets of foreign trade.
- The program combines theory with practice in simple and systematic modules making the overall subject easy to comprehend and relate to practical situations.

Duration	Mode of Classes	Timings	Fees
6 Months	Class room mode	10.00 AM - 1.00 PM 2.00 PM - 5.00 PM	Rs. 67,000/- Per Person + GST

Eligibility : 10+ 2 in any discipline

Venue: Niryat Bhawan, New Delhi

IMPORTANT DATES

Course Commencement date - 13 July, 2019

Industry Project : Participant will be required to undergo industry project under the supervision of BIMTECH faculty for which viva voce will be held on completion of the project.

Selection Criteria : On basis of candidates profile and Personal Interview.

Application Form : Download application form from website of FIEO or BIMTECH and send filled form along with a demand draft for Rs.500 (Rupees Five Hundred Only) in favour of "Federation of Indian Export Organisations" payable at New Delhi.

for?
whom

The course is specially designed for students, working executives, exporters/importers and those planning to start their own export-import business.

<http://bimtech.ac.in/applications-invited-for-diploma-in-foreign-trade/>

Free access to BIMTECH library resources / Concession rate of entry in other FIEO Programs

Program Curriculum

- 1. India's Foreign Trade:** Composition and Direction of India's Foreign Trade, India and the World Trade, Regulatory and Institutional Framework for Export Trade Promotion, Framework of Foreign Trade Policy, Understanding New Foreign Trade Policy (2015-20), Organizing an Export-Import Firm.
- 2. Export Marketing:** Understanding Basic Concepts of Marketing International Marketing Environment, Export Marketing Plan, Marketing Research, Product Identification - Sourcing of Thrust Export Products, Export Pricing: Computing Cost, Price Quotations and INCOTERMS, Market Identification: Major Export Markets, Structure, Business Practices, Market Penetration Strategy.
- 3. Internet Marketing & E-Commerce :** Internet Basics: Potential in International Trade, Introduction to the use of Internet Search Tools, Characteristics and Foreign Trade Statistics on the Internet, Product Identification through the Web, Commercial Databases, E-commerce business models, emerging technologies-IOT, IA.
- 4. Export Import Documentation and Procedures:** International Contract: Processing of an Export Order, Labelling, Packaging, Packing and Marking Requirements: Environmental Regulations, Export Documentation: Pre-Shipment Export Documentation for Customs Clearance, Post Shipment Documentation for Negotiation with bank, EDI System for Customs Clearance of Export Shipments, Imports Procedure and Documentation, Arbitration, Methods of Payment in Export Trade.
- 5. International Shipping and Logistics:** Logistics of Transportation, Shipment of Goods: By Sea/Air/Road/Post, Procedures, Clearing and Forwarding Agents International Logistics - Concept, Objectives & Scope, System Elements and its Importance and Relevance to International Marketing, Liner and Tramp Operations, Charter Party : Exercise on Calculation of Laytime, Statement of Facts and Time Sheets; Calculation of Demurrage/Dispatch, Multimodal Transport - Advantages and Challenges of Container Technology/MMT, Calculation of Rates in MM, Role of ICDs/CFs as Dry Ports, Freight Corridors, Legal Aspects, Maritime and Commercial Frauds, Maritime Arbitration, High Seas Sale.
- 6. Export Financing and Managing Foreign Exchange Risk:** Pre-Shipment and Post -Shipment Finance, Export Credit Risk Management, Factoring, FEMA Rules and Regulations governing Export and Import Trade, Forex Basics, Exchange Risk Management: Forward Contracts, Future Contracts, Currency Options, Currency Swaps, Hedging.

Few Comments of Vth Batch of DFT



I am working in Exports Division of RITES Limited, under Ministry of Railways and was nominated for six months part time course of "Diploma in Foreign Trade organized by BIMTECH under the aegis of FIEO" for the year 2018. The course content was excellently designed to cover the maximum area of Exports & Imports sectors. The course offers theoretical as well as practical exposure in the related field. The combo of BIMTECH faculty and infrastructure support of FIEO, is excellent. Teaching skills are beyond expectations. The faculty not only teach and explains, but also give inspiration & courage to student to deal the world in a better manner.

Sincerely, in my opinion, it is a complete package of learning and is strongly recommended for the officials dealing with Exports/Imports business and also very useful for the Entrepreneurs.....

Pawan Kumar Singh
Manager/Expotech
RITES Limited,
Under Ministry of Railways



For me, BIMTECH offers a blend of learning and knowledge. My six months Diploma in Foreign Trade (DFT) course not only helped me in imbibing knowledge but also developing my overall confidence level to manage my present company's international business. The syllabus of this course is very compact and it covers all the basic and important aspects of foreign trade business. During class room session the focus was always on case studies and discussing practical issues related with international trade. After completion of my DFT program, I feel myself very confident in participating in meetings and managing my company's foreign related matters.

My sincere thanks to all the faculty members of BIMTECH for their support during my DFT course. I have with me short but beautiful memories of BIMTECH-FIEO and will always cherish them.

Amritashwa
Director – Sales & Marketing
Xsys Technologies Pvt Ltd.
New Delhi



FOR DETAILS PLEASE CONTACT



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About FIEO

The Federation of Indian Export Organisations, popularly known as FIEO is the apex body of all export promotion organizations in India. Ever since set up by the Ministry of Commerce, Government of India, in 1965, FIEO has been serving as a platform for promoting Indian trade with the World and also has been serving as a platform of interaction between exporters and policy makers. Thus, FIEO represents the Indian export promotion effort in its entirety.

FIEO has 17 offices located at various places all over India including and has a membership base of over 27,000 members from all over the country, representing a wide cross section of products and services. FIEO ensures that the exporting community get all the information and are involved in FIEO activities both national and international. FIEO regularly organizes exhibitions, overseas business delegations, establishes MoUs with counterpart organizations overseas and catalogue shows abroad. It also facilitates redressal of exporters' problems by taking them up with the concerned authorities FIEO's website provides opportunity to the exporters to discuss online with FIEO experts and sort out trade related problems, provide clarification on policy matters etc. It also keeps close liaisoning with Govt. and other trade bodies and help the policy makers to understand the crux of the exporting community their issues and suggestions.

FIEO also publishes 'FIEO News', monthly bulletin and weekly e-bulletin, 'INTRADE Update', to highlight developments on various areas of India's international trade. FIEO also has updated, searchable directory of exporters on its website and also keeps members posted with latest development in the international trade sector.

With the help of Ministry of Commerce, FIEO has launched India trade portal is one-stop information platform for exporter-importer, providing key information about the MFN tariff/Preferential tariff of 87 countries. FIEO has also launched 'Niryat Mitra' Mobile App providing key information about FIEO's role, activities, export import policies, etc, events, latest happenings in international events, daily FOREX rate, ITC (HS) code of a product, and item wise GST rates of India etc.

FIEO confers "Niryat Shree" and "Niryat Bandhu" Awards to its exporters and export facilitators respectively for their outstanding performance in exports which is given away by Hon'ble President of India. FIEO also confers State Export Excellence Awards to the members of the respective Regions.

About BIMTECH

Birla Institute of Management Technology (BIMTECH) was established in 1988 under the aegis of the Birla Academy of Art and Culture, and supported by the Birla Group of companies. Dr. (Smt.) Sarala Birla, Chairperson of Birla Academy and Syt. B K Birla, Chairperson of B K Birla Group of companies, are the founders of the business school. The Board of Governors comprises of eminent people from industry and is headed by Smt. Jayashree Mohta, Vice Chairperson, Birla Academy of Art and Culture, Kolkata.

Located in Greater Noida in the National Capital Region, BIMTECH offers post graduate academic programmes as well as consultancy and training in the areas of Business Management, Insurance Management, International Business, Retail Management Operations Management and Sustainable Management. It also offers Doctorate in few areas of Business and Management and publishes referred research journals, reports and books. BIMTECH, a B. K. Birla Group institution, celebrated its Silver Jubilee year, has been ranked 6th among top private B-Schools and 15th overall as per latest NHRDN and People Matters B-School rankings, 2015. BIMTECH has learning and development partnerships with mega corporate s like SAIL, Power Grid, NTPC, NIPM, NBCC, SAIL and O.P.Jindal Global University and also supporting the management development for the corporates.

Currently BIMTECH has several international partners such as Asian Institute of Technology, University, Bordeaux Ecole de Management, FH Joanneum, Rouen Business School, Kozminski University, Frankfurt School of Finance and Management, Jyväskylä University of Applied Sciences, Hertfordshire University, Brock University and many more around the world.



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APPLICATION FORM FOR
DIPLOMA IN FOREIGN TRADE (VIIth Batch)

(Please fill the Form in CAPITAL LETTERS)

Photo

PERSONAL DETAILS (IN CAPITAL LETTERS)

1. Name of the Candidate (CAPITAL LETTERS) _____

2. Gender Male ☐ Female ☐

3. Father's / Spouse's Name _____

4. Telephone No. _____ 5. Mobile No. _____

6. E-mail _____

7. Address _____

8. Date of Birth (DD/MM/YY)

9. Educational Qualification

Name of Exam	School / College	Board / University	Year of Passing	Result (%)
XII				
Graduation				
Postgraduation				
Any Other				

10. Name of the Institute _____

11. Present Occupation (Company Name) _____

12. Current Designation _____

13. Total Works Experience (in Years) _____

14. Working Sector _____

FEE DETAILS

15. Application Form Fee Rs.500/- : (Rupees Five Hundred Only)

Details of payment (Tick any one), as applicable

• Cash ☐ • Draft ☐

If Draft, D.D. No. _____ Date: _____ Drawn on Bank _____

Draft to be made in favor of "Federation of Indian Export Organisations", payable at Delhi.

DECLARATION

I Sri/Smt./Miss.....do hereby declare that the statement made above is true to the best of my knowledge and belief.

Place :
Date :

Signature of the Applicant

