



iitrade

Institute of International Trade

25TH EXECUTIVE EDUCATION PROGRAM INTERNATIONAL TRADE MANAGEMENT

Session Starts from 16th January 2016



↘ OBJECTIVE

The course aids in understanding the factors affecting the global market-place. The program focuses on global business issues and skill development, and is designed specifically for busy working professionals. Each session is filled with applicable practical lessons and strategies. The program also offer a great opportunity to network with diverse background and professionals from industries.

↘ COURSE CONTENTS

MODULE 1 - INTERNATIONAL TRADE OPERATIONS

Institutional Framework & Policies; EXIM Procedures & Documentation; Pre-shipment Inspection; Logistics & Modes of Transportation; Customs Clearance & Valuation; Port Visit.

MODULE 2 - INTERNATIONAL TRADE FINANCE

Methods of Payments; Trade Finance; Forex Management

MODULE 3 - INTERNATIONAL BUSINESS & OTHERS

Market Selection & Entry Choice; Pricing & Promotion Channels; Contracts & Negotiation; Export Incentives & Claim Procedures; Branding & IPR.

↘ FOR WHOM

- Professionals, both trade specialists and professionals from related fields, keen to improve their knowledge and expertise on current issues in international trade, trade governance, and sector-specific issues
- Graduate level students with an interest in international trade

↘ REGISTRATION & ORIENTATION

Registration will be possible prior to the starting of the programme. First day of the programme will include a presentation of the programme to familiarise students with the timetable; and answer any questions relating to the programme. The Registration fees for —

Students / Academia — INR 10,000

Working Executives — INR 15,000.

PROGRAMME HIGHLIGHTS

- Interdisciplinary approach to the dynamics of international trade
- Renowned professors and faculty from the profession
- Port visit to provide practical insights into an international trade operation.
- In-depth and small-group debates on selected issues drawing on lectures and literature
- Access to E-Learning portal of the course

FACULTY



Dr. D. R. Agarwal
B.Com (H), LLB, FCA, Ph.D (Eco)

Area of Specialisation:
WTO, IPR, and Taxation



Prof. Saptarshi Banerjee
B.Sc, PGDM (London)

Area of Specialisation:
Logistics & Shipping



Mr. K. K. Sinha

Area of Specialisation:
Port Operations



Prof. A. N. Singh
MBA (XLRI)

Area of Specialisation
Contracts & Negotiations



Prof. Anil Banerjee
B.Sc., MBA (IIFT)

Area of Specialisation:
International Trade & Logistics



Mr. Rupnarayan Bose
Consultant

Area of Specialisation:
International Banking and Finance



Mr. M. K. Sil
IRS (Retd.)

Area of Specialisation
Customs & Excise



Dr. Gautam Dutta
Ph.D, MBA (Marketing), BE. (Mechanical).

Area of Specialisation
International Marketing

AFFILIATIONS



The West Bengal University of Technology (WBUT) is a public state university with over 200 affiliated institutes offering 28 degree courses across 79 multi-disciplinary streams.



National Stock Exchange of India Limited

informed decisions relating to the securities market.

NSE is India's leading stock exchange and has initiated a number of educational initiatives to help investors take

↘ PAST EVENTS

(conducted more than 45 MDPs,
trained more than 2200 executives)
since 2005



Port Visit - 18th Executive Program of International Trade Management held during Nov. 2012 - Feb. 2013



Global IP Convention 2012 - January 2012, New Delhi



Export Management Program - January 2011, Kolkata



International Trade Mgt Program - September 2010, Kolkata

FOR REGISTRATIONS CONTACT
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