



FEDERATION OF INDIAN EXPORT ORGANISATIONS

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

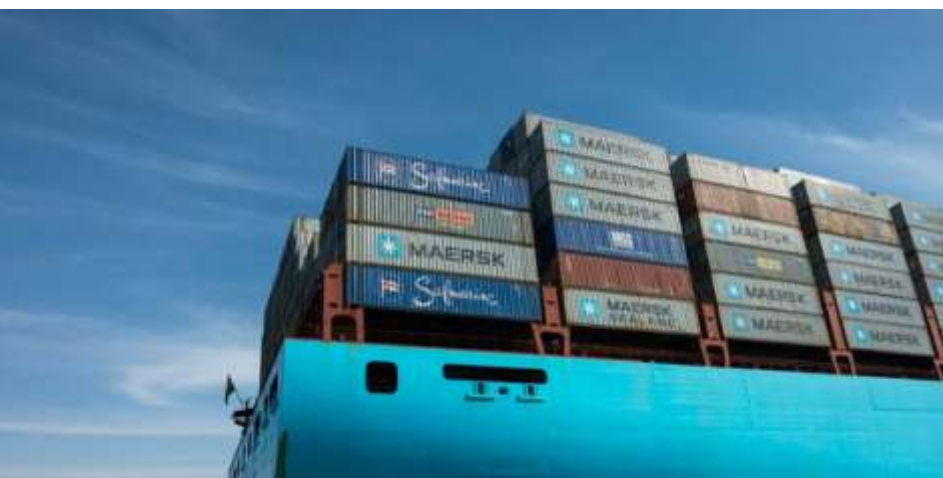


BIMTECH
BIRLA INSTITUTE
OF MANAGEMENT TECHNOLOGY

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

www.bimtech.ac.in





About the program

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



Convocation of DFT IIIrd Batch



Inauguration of DFT - IIIrd Batch



Seminar Hall



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

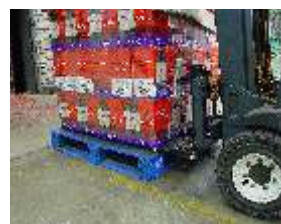
- To help the beginner to enter foreign trade
 - To make the current practitioner adept in handling various facets of foreign trade.
- The program combines theory with practice in simple and systematic modules making the overall subject easy to comprehend and relate to practical situations.



Visit to industries



Visit to ICD Tuglakabad



Duration	Mode of Classes	Timings	Fees
6 Months	1. Class room mode	10.00 AM - 1.00 PM 2.00 PM - 5.00 PM	Rs. 62,000/- plus service tax as applicable
6 Months	2. Virtual Classroom mode through high definition video conferencing center.	10.00 AM - 1.00 PM 2.00 PM - 5.00 PM	Rs. 65,000/-* plus service tax as applicable

Eligibility : 10+ 2 in any discipline

Venue: Niryat Bhawan, New Delhi.

*This fees includes your lodging and boarding charges at BIMTECH for 5 days on twin sharing basis.

Important Dates

Last date of submission of Application Form - June 10th, 2015

Course Commencement date - August 1st, 2015

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.

<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



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



- 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 (2009-14), Organizing an Export-Import Firm.
- 2. Export Marketing:** Understanding International Marketing Environment, Marketing Cycle, Domestic and Export Marketing, Export Marketing Plan, 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. E-Commerce and Digital Marketing :** Internet Basics: Potential in International Trade, Introduction to the use of Internet Search Tools, Market Research, Characteristics and Foreign Trade Statistics on the Internet, Product Identification through the Web, Trade Contacts/Locating Buyers, Commercial Databases.
- 4. Export Import Documentation and Procedures:** International Contract: Processing of an Export Order, Export Financing: Assessment of Credit, Pre-Shipment and Post-Shipment Finance, Factoring and Forfeiting, Labelling, Packaging, Packing and Marking Requirements: Environmental Regulations, Export Documentation: Pre-Shipment Export Documentation for Excise/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.
- 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, ECGC.



All the activities that take place here in DFT the Industrial Visits, Management Activities, Case studies, Lectures; you name it and we have it. DFT has given me the perfect blend of exposure of both activities as well as academics. I never wanted to become just another face of the crowd & DFT ensured that I get what I want.

Deepika Bharadwaj
Assistant Manager IBD
N.W. Overseas



I thank Bimtech & Fieo for conducting 6 months Diploma in Foreign trade. They faculty of Bimtech not only share their expertise in lively, stimulating lectures and discussions, but also provide greater insight about practical aspects of foreign trade through various case studies and industries visits. I strongly recommend that all companies who are planning to start exports should send their manager in future batches of DFT.

Sumit Goel
Best Performance Medalist
CEO-Electrace



The DFT classes were splendid due to the nature of talent that was inducted in the program and the curriculum designed by the BIMTECH faculty. I would say that all the sessions became a compelling reason for all alike to ignore the comfort of their Saturdays as well as their respective work schedules. The knowledge was disseminated through application of case study mechanism in the classes and having said that all the classes were more than being participative. The program is in the right direction of motivating people to get going with their own venture and unlearn-learn the varied nuances of foreign trade in their employment or business."

Manav Arora,
PEC Limited



A very practical and useful for the people aspiring for entering into international trade. Specially designed and fitted for working class as its all sessions are very interactive and knowledge grasping. All BIMTECH faculties and FIEO officers are very cooperative and inspiring to go ahead in exports and innovations.

Sanjay Goyal
Proprietor
NES IMPEX

In order to facilitate participation from far away cities (other than Delhi-NCR), we have introduced Video Conferencing mode through our high definition Video Conferencing centres in almost 30 locations across India. The list of VC centres can be downloaded from the website of BIMTECH and FIEO.

For details please contact:



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ISO 9001:2008 Certified

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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 offices located at various places all over India including New Delhi, Kolkata, Mumbai, Chennai, Bhubaneswar, Ranchi, Bangalore, Hyderabad, Kanpur, Jaipur, Guwahati, Kochi, Indore, Coimbatore, Ludhiana and Ahmadabad. FIEO today has a membership base of over 17000 members from all over the country, representing a wide cross section of products and services. By streamlining its various processes, FIEO has achieved the status ISO 9001:2008 certified organization which speaks of its objective to provide quality service to all its associates.

Illustrating vision and dedication, FIEO today has its own state-of-the-art office complex 'Niryat Bhawan' located in New Delhi. Spread in an area of 3350 sq mtrs, this complex has five floors with many conference rooms and auditorium to organize various events. Few other likeminded organizations have also chosen this complex to establish their office. To offer tangible benefits to its members, FIEO organizes various seminars, open houses in India to understand the issues and place them before the decision makers for their consideration so as to create a trade friendly environment at domestic level and participates in various international trade fairs and exhibitions to give thrust to exports and provide international exposure to Indian companies. Such international events are organized in line with various Focus programmes of the Department of Commerce, Government of India to provide Indian exporters an opportunity to explore business linkages with their counterparts abroad.

FIEO through its website www.fieo.org provides 24x7 exposures to its members. Besides, providing business matchmaking facility, the portal gives access to various other topics of commercial aspects. FIEO offers online chat facility to clarify doubts of members with regard to policy /other matters pertaining to trade. To establish global linkages, FIEO signs Memorandum of Understanding (MOU) with various global trade promotion organizations to boost bilateral trade by way of organizing events jointly. The Management of FIEO comprising Chairmen of all Export Promotion Councils, Export Development Authorities/Commodity Boards, and representatives of Government recognized status holders speaks volumes that FIEO represents each export segment of all sizes and product groups from India.

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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Website: www.bimtech.ac.in



APPLICATION FORM FOR DIPLOMA IN FOREIGN TRADE (IVth Batch)

(Please fill the Form in CAPITAL LETTERS)

Learning Mode (Choose Any One)

• Classroom mode at FIEO, New Delhi ☐

• Virtual Classroom mode through Video Conferencing ☐

Mention City

Mention Center

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



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