



Online Certification Workshop on Managing Global Business

2nd & 3rd September 2022, 3:00 p.m. onwards

About the Programme

India's achieving 400 billion U.S. dollars trade in the year 2022 is a remarkable jump of 21% from the previous year. However, in the recent times the global business has become uncertain in the wake of the pandemic and the war with intermittent disruptions happening in the logistics domain. India is set to take the centre stage in global trade and as such Indian business persons need empowerment. ASSOCHAM a leading conglomeration of Indian industries and chambers of commerce aims to empower their members in international trade in collaboration with Indian Institute of Foreign Trade, India's leading premier institute in the field of international trade operations would be delivering this management development programme on how to manage global business.

Objective

This workshop aims at highlighting the key areas, opportunities, issues, and challenges associated with the international trade in today's world. The programme looks for interaction with different stakeholders of EXIM business primarily comprising exporters, importers, customs brokers, freight forwarders, ports, customs, transporters, and similar.



Topics

DAY 1: (3hrs)

Choice of INCO Terms
<ul style="list-style-type: none">- Export Fundamentals & Challenges- Export Risk Management- Export – Import Cycle: Stages – Activities Stakeholders- INCO Terms: Responsibility – Obligations Cost

DAY 2: (3hrs)

Maximize Export Returns: Mitigating Payment Risks
<ul style="list-style-type: none">- Payment Terms: Concepts – Types of Payment- Letter of Credit [UCP -600]: Key Features- Hedging Options- Export Credit Insurance

Target Participants

<ul style="list-style-type: none">- Shipping Agents- Shipping Lines- Port Officials- Customs Brokers- Stevedores & Cargo Handling Agents- Clearing and Forwarding Agents/ Freight Forwarders, Logistics Service Providers and Supply Chain Operators	<ul style="list-style-type: none">- Exporters and Importers- Maritime Lawyers- Vessel and Barge Owners/Operators and Representatives from the Ship and Barge Building and Repairing Industry- Maritime Institutes
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Deliverables

- Understand and Analyse the Export Challenges and Risks
- Identify the possibilities of Errors and the related mitigation Strategies
- Choose the INCO Terms for different countries based on market power
- Differentiate the payment terms in terms of risk mitigation, cost and procedures
- Ways to mitigate political and Commercial Risks

Participation Fee

Rs. 5,000/- plus GST @ 18% per participant

Members & Non-Members are invited to nominate participants for the workshop. The last date of registration is Thursday, 25th August 2022.

*Discount of 10%
Organizations nominating 3 or more participants are entitled to a discount of 10% on the total participation fee.*

A Certificate of Participation shall be provided upon successful completion of the workshop.

Bank Details for Payment: -

Bank Name: HDFC Bank Ltd.
A/C Name: ASSOCHAM Regional Office Kolkata
A/C Type: Savings
A/C No.: 00141110005388
IFSC Code: HDFC0000014

For more details, please contact

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