Syllabus

Module - I : Export Marketing and Promotional Organisations in India (12 Lec.)
Importance of Export Promotion Organizations - Chambers of Commerce, Export Promotion Councils including MPEDA, APEDA and FIEO and Commodity Boards
Types of Export Marketing Organizations
Role of IIFT, NCTI, ITPO, EIC, IIP, ICA and DGCI&S
Deemed Exports
Benefits enjoyed by Towns of Excellence, STPs, EHTP, BTP, AEZs, EOUs and SEZs

Module - II : Export Finance and Export Risk Insurance (11 Lec.)
Methods of Payment
Features of Pre-shipment / Packing credit and Post-shipment Finance
Procedure of obtaining Export Finance
Role of Financial Institutions - Commercial Banks, EXIM Bank and SIDBI
Risks in Export Marketing
Marine Insurance Procedure
Role of ECGC

Module - III : Export Procedure (11 Lec.)
Registration with different authorities
Role of Custom House Agents (CHA)
Quality Control and Inspection – Objectives and Agencies
Pre-shipment Procedure including Central Excise Clearance and Custom Clearance, Shipment Procedure and Realization of Export Proceeds

Module - IV : Export Documents and Export Incentives (11 Lec.)
Main Documents used in Export Trade – Commercial Invoice, Shipping Bill, Certificate of Origin, Consular Invoice, Mate’s Receipt, Bill of Lading, GR Form, Bill of Exchange
Specimen / Proforma of Export Documents
Export Incentives, Assistance and Schemes extended to the Indian Exporters - Duty Drawback, EPCG Scheme, MDA, MAI, ASIDE, IRMAC