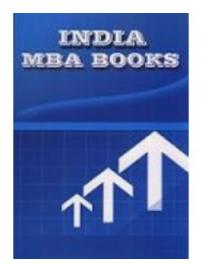
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PREVIEW OF CHAPTERS SYLLABUS

INTERNATIONAL TRADE PROCEDURES AND DOCUMENTATION

Description

1. Export Procedures and Documents: The Search for an overseas buyer, Processing an Export Order, Negotiation of Documents, Role of Banks in Export-Import Transactions.

2. Methods of Payments and INCO Terms: Methods of Payment, Financing Exporters and Importers, Instruments of Payment.

3. EXIM Strategies and Export Marketing: EXIM Business Plan and Strategy, Export Strategy Formulation, ExportFinancing, Import Strategy (Souring Strategy), International Marketing, Export Marketing – Going Global, Different Forms of International Trade.

4. Methods of Financing Exporters and Business Risk Management: Pre-Shipment Finance, Post Shipment Export Advance, Factoring and Insurance, Types of Risks, Quality and Pre Shipment Inspection.

5. Custom Clearance of Import and Export Cargo: Clearance of Import Cargo, Clearance of Export cargo, Custom Valuation, The Harmonized System, Carnets, New Developments in Custom Clearance Procedure.

6. Logistics and Characteristics of Modes of Transportation: Planning Physical Distribution, Benefits of Efficient Logistics System, Concept of Marketing Logistics System, Critical Elements of a Logistics System, International Transport System.

7. Characteristics of Shipping Industries: History of Shipping Industry,

Characteristics of Shipping Industry, Roleof Intermediaries in Shipping Industry, Latest Trends in Logistics Operations, Ocean Freight Structure.

8. Containerization and Leasing Practices: Containerization – Concept and Operation, History of Containerization, Types of Containers, Benefits of Containerization, Global Trade and containerization, Container Leasing Practices and Inland Container Depots.

9. Export Incentive Schemes: Duty Exemption Scheme, Duty Remission Scheme,

Export Promotion Capital Goods Scheme, Special Economic Zones. 10. Information Technology in International Business: Electronic Procurement, Electronic Marketing, Electronic Logistics.

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