



एम एस एम ई - प्रौद्योगिकी विकास केंद्र
MSME - Technology Development Centre
कांच उद्योग विकास केंद्र, फिरोजाबाद
Center for the Development of Glass
Industry (CDGI),
Firozabad



MSME TECHNOLOGY DEVELOPMENT CENTRE (CDGI)

MINISTRY OF MICRO, SMALL & MEDIUM ENTERPRISES, GOVT. OF INDIA

- A1/1, Industrial Area, Jalesar Road, Firozabad 283203, Uttar Pradesh
- www.cdgiindia.net

BRIEF DESCRIPTION OF TRAINING PROGRAMME

2 DAYS GOVT. CERTIFICATE TRAINING ON

HOW TO SUCCESSFULLY VENTURE INTO WORLDWIDE BUSINESS OF EXPORT- IMPORT Start Your Own Business

About Export & Import Documentation:

Documentation plays a vital role in international marketing as it facilitates the smooth flow of physical goods and payments thereof across national frontiers. Documentation is, however, complex as the number of documents to be filled in is large, so also is the number of concerned authorities to whom the relevant documents are to be submitted.

Benefits of the Programme:

This Programme has been designed to enhance the understanding of operational details and intricacies of all commercial, regulatory, incentives/benefits, transport, financial/banking aspects of documents & procedures required by both exporters and importers while executing International Trade Transactions. The curriculum is divided into two days. The programme not only imparts an in-depth knowledge about export - import procedures & documentation but also helps the beginner to enter international trade.

Topics to be covered:

DAY	SESSION NO.	PARTICULARS OF SESSION
1	1	Significance and Introduction to Exports
1	2	How to setup your own export-import company, Registrations to be done
1	3	How to get root map and prepare Business Plan through hand-holding support
1	4	How to Prepare Business/ sales contract & process export order, sending samples
1	5	How to price your products for Exports, What is Harmonize Code System (HS Code) for export Company?
1	6	Methods of payments , Process flow for negotiation of L/C
1	7	Risk management in International Trade
2	8	Documentation used in India for export/ import, Stage wise process flow
2	9	Role of banks & Bank finance for execution of Export Order
2	10	Foreign Trade Policy & Government incentives for exporters, Anti- Dumping Duties and Laws
2	11	Role of Trade Agreements- FTA, RTA
2	12	Impact of GST on Exports
2	13	How to search for Buyers / Suppliers and product for business in International Market
2	14	Question Answer Session
2	15	Significance and dynamics of global trade by India, Role of Banks in Trade, Registration & documentation to become Exporter / Importer, Role of EPCs & Commodity Boards, Terms & strategies to crack export order successfully
2	16	Terms of Payment in Trade, Export Finance- Features & eligibility criteria, Benefits & Incentives for Exporters, Interest Subsidy scheme, Exchange rate mechanism
2	17	EEFC account, Custom clearance & Role of CHA
2	18	Strategies & check list to find foreign buyer
2	19	Market Identification, Legal Aspect, Export Pricing & Payments, Getting Finance for Export , Forex Risk Management, How to Identify Export Potential Products, finding top Importing Countries for your products, Opportunities in Export-Import Business
2	20	Application of AI for effective Export operations

BENEFITS OF EXPORT IMPORT PROGRAMME.

- 1. You can start your own Export- Import Business.**
- 2. Export generates huge Employment opportunities.**
- 3. You can represent foreign buyers**
- 4. Exporter to access the best technologies available and best products and services in the world.**
- 5. Candidates can get better Job options.**
- 6. Entry into new markets**
- 7. Expansion of customer base globally**
- 8. Opening skylines for new technologies**
- 9. Access of new technology**
- 10. Growing production capabilities by import of technologies**
- 11. Improved efficiency**
- 12. Understanding Global Markets**
- 13. Networking Opportunities**
- 14. Improved competitiveness**

Benefits of Import

1. Access to a wider range of goods

By importing products, businesses can access a wider range of goods than what is available domestically. This increased variety of products can help companies offer a more extensive selection to their customers, making their businesses more attractive and competitive.

2. Lower prices

Importing products can also help businesses lower their costs. By importing products from countries where labour or production costs are lower, companies can take advantage of the price difference to save money. This can translate into lower prices for consumers, which can increase demand and boost sales.

3. Improved quality

In some cases, imported products are of higher quality than what is available domestically. By importing these products, businesses can offer higher quality goods to their customers, which can improve their reputation and increase customer loyalty.

4. Access to new technologies

Importing products can also give businesses access to new technologies that may not be available domestically. This can help companies improve their production processes, increase efficiency, and reduce costs.

5. Diversification

By importing products from multiple countries, businesses can diversify their supply chain, reducing their dependence on a single supplier or country.

Benefits of Export

1. Increased sales

Exporting products can help businesses increase their sales by tapping into new markets. By exporting, businesses can reach customers who may not have access to their products domestically, increasing their customer base and revenue.

2. Diversification

Exporting products can also help businesses diversify their customer base, reducing their reliance on a single market or country.

3. Improved economies of scale

By exporting products, businesses can increase their production volumes, which can lead to improved economies of scale. This can help businesses reduce their production costs and increase profitability.

4. Access to new technologies

Exporting products can also help businesses access new technologies by collaborating with international partners. This can help businesses improve their production processes, increase efficiency, and reduce costs.

5. Improved reputation

Exporting products can also help businesses improve their reputation by demonstrating their ability to compete in international markets. This can help build brand recognition and increase customer loyalty.

· Career Growth:

The export-import industry offers ample opportunities for career growth, with professionals potentially advancing to higher-level positions like export-import managers or supply chain directors.

· Increased Employability:

Training equips individuals with essential skills for various roles in import-export, logistics, and global trade, making them more competitive in the job market.

· Networking Opportunities:

Training programs often include sessions on building valuable connections within the industry, facilitating collaboration and partnerships.

Date- 27 & 28 June 2026 (2 Days) Time- 5 pm to 8.30 pm

1) Course Fee: Rs. 3540/- (Study material in softcopy shall be provided)

Please find below bank details

PAYMENT TO BE MADE ONLY IN CDGI ACCOUNT

Online (NEFT) Transfer to M/o MSME Technology Development Centre CDGI

Account Name: Centre for the Development of Glass Industry

Bank: Axis bank ltd

A/c No. 672010100020712

IFSC Code: UTIB0000672

Pls send screenshot of payment details for seat confirmation

FOR ONLINE PAYMENT IN MSME TECHNOLOGY DEVELOPMENT CENTRE(CDGI) YOU CAN USE BELOW CODE.



FOR MORE DETAILS PLEASE CONTACT:

Mobile: +91- 8603769900

Website: www.cdgiindia.net