

# Certificate Course on International Trade and Export-Import



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**PALIAM SKILLS**

# ABOUT PALIUM SKILLS

Palium Skills provides quality trainings through its very experienced pool of professionals to corporates, institutes and individuals. We have conducted numerous trainings in renowned corporates and institutes.

## ABOUT THE COURSE

The Certificate course in Export-Import provides in-depth knowledge on all aspects of Export. There are two versions of this course – one a short duration and another a longer and more detailed course.



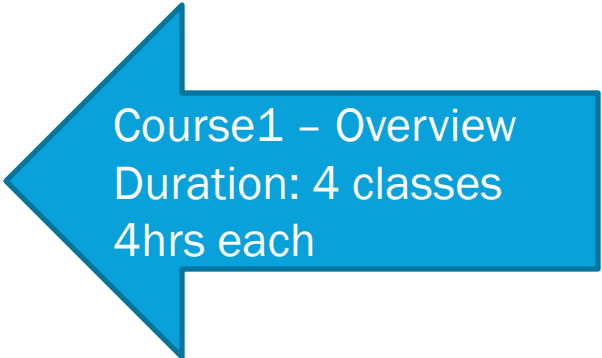
## ABOUT THE TRAINER

**Faculty: Mr. A. N. Banerjee**

The program will be conducted by Mr. A. N. Banerjee, a renowned International Trade consultant with nearly 20 years of experience in this area. Over the years, he has worked with numerous corporates in this domain and is presently engaged in providing consultation on International Trade, Exports, to different entities.

# COURSE OUTLINE

- How to start Export Import Firm in India
- How to select a product for new export business?
- How Export Import Business opportunities in India?
- How to get Export Order from the Overseas?
- Tips for successful export business
- Tips for exporter on documentation
- How many types of Import in India?
- Export Payment terms
- How to secure export payment and early realise from foreign buyer?
- Common INCOTERMS in International Business
- Export Incentive from the Govt Bodies



Course1 – Overview  
Duration: 4 classes  
4hrs each



Level2 – Certificate Course  
Duration: 50 hours/3 months

- Basics of International Trade
- International Marketing & Product Selection
- Processing an Export Order
- Govt. of India's Policy
- Insurance & Risk Management
- Import Procedure & Documentation

# OUR CLIENTS



Participants with the trainer after the Training on Export at Braithwaite & Co. Ltd.



## South Kolkata:

1<sup>st</sup> Floor, 'Sheeba Bhavan'  
1/22 Poddar Nagar,  
(Near South City Mall)  
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