



भारतीय विदेश व्यापार संस्थान

INDIAN INSTITUTE OF FOREIGN TRADE

(Deemed to be University)
Under Ministry of Commerce & Industry, Govt. of India



CERTIFICATE PROGRAMME IN EXPORT-IMPORT MANAGEMENT (CPEIM)

ON-CAMPUS | OCTOBER 2025 BATCH | IIFT DELHI

AFFILIATIONS/ MEMBERSHIPS



ACCREDITATIONS



Contact Us

empdadmission@iift.edu

www.iift.ac.in

APPLY NOW

October Batch Launching Soon
[Seats Filling Fast!]

Vision

To be an academic Centre of Excellence in international business research, training and education.

Mission

To create and foster a learning environment that enables participants to be leaders in international business with sensitivity towards society.

An Insight of IIFT:

- Established in 1963, the Indian Institute of Foreign Trade (IIFT), is a Deemed to be University, providing the world class education in International Business and related domains.
- It is an autonomous body under the Ministry of Commerce & Industry, Government of India contributing to the skill building for the external trade sector of India.
- IIFT has campuses in New Delhi, Kolkata, Kakinada, GIFT City (Gujarat), and now an international campus in Dubai, UAE.
- The National Assessment and Accreditation Council (NAAC) accredited IIFT as a Grade “A+” institution in January 2024.
- Research, Training and Education are the three main pillars of this institute focusing on International Business Management and Strategy.

CPEIM: Shaping Future Leaders in Global Trade



Empowering Professionals for Global Trade Success

In an era where cross-border commerce drives economic growth, the ability to navigate global trade dynamics is no longer optional—it is essential. The Certificate Programme in Export-Import Management (CPEIM), offered by the Indian Institute of Foreign Trade (IIFT), New Delhi, is a comprehensive, practice-oriented programme designed to prepare professionals, entrepreneurs, and graduates for the complex world of international trade.

Whether you are managing supply chains, developing export strategies, handling trade documentation, or entering new global markets, CPEIM equips you with the skills and insights to lead with confidence.

Why Choose The CPEIM

- **Industry-Aligned Curriculum** – Focused on export-import documentation, international logistics, trade finance, global marketing, and regulatory frameworks.
- **Face-to-Face Learning** – On-campus sessions led by IIFT faculty and industry professionals.
- **Experiential Pedagogy** – Real-life case studies, simulations, and group activities to promote hands-on understanding.
- **Ideal for Diverse Audiences** – Mid-level executives, startup founders, and ambitious graduates from across India.
- **Comprehensive curriculum:** A curriculum covering export-import documentation, logistics, finance, marketing, and regulatory frameworks.

Key Learning Outcomes:



- Analyze global economic trends and trade patterns
- Master export-import documentation and regulatory compliance
- Identify high-potential global markets and buyers
- Understand and apply trade finance tools (e.g., Letters of Credit)
- Design market-entry strategies and business expansion plans
- Manage logistics and supply chain operations in a global context
- Understand credit risk, trade costs, and currency fluctuations.

Course Structure (Total Duration: 150 Hours)

Each Course is of 3 credits i.e. 30 hours (5 courses x 30 = 150 hours)

Sr No.	<u>COUSE NAME / CREDITS</u>
1	International Marketing Management
2	International Trade Operations & Export-Import Documentation
3	World Trade and India's Foreign Trade Policy
4	International Trade Finance
5	International Trade Logistics

Pedagogy:

Teaching Approach

The CPEIM pedagogy combines academic rigor with real-world application. Each component is designed to encourage critical thinking, peer learning, and market-oriented understanding.

- Interactive lecture sessions led by domain experts.
- Real-life case studies focusing on global trade challenges and solutions.
- Group-based tasks and discussions that simulate real business environments.
- Immersive on-campus classes for direct faculty engagement and peer collaboration.
- Evaluation through practical assignments and real-world business problems.



Learning Outcomes – What You Will Gain

Upon successful completion, participants will be able to:

- Navigate international trade documentation and compliance.
- Understand global marketing strategy and trade policy frameworks.
- Identify export-import opportunities in high-growth markets.
- Assess trade finance instruments like letters of credit and export credit.
- Manage international logistics and supply chains effectively.
- Design export-oriented business strategies and market entry plans.



Who Should Attend?

- Working professionals seeking international exposure.
- Entrepreneurs and SME owners exploring global markets.
- Fresh graduates looking to build a career in trade, logistics, and international business.

Eligibility:

- Graduation from a recognized university or equivalent.

Programme Schedule

- Mode: On-Campus at IIFT Delhi
- Batch Start: October 2025
- Duration: Approx. 4 months
- Class Days: Weekends (Sat & Sun)
- Total Hours: 150
- Attendance Requirement: Minimum 70%

Fee:

- ₹1,10,000 + 18% GST
- Fee concessions available for SC/ST/PH candidates (as per norms)

How to Apply

- Applications accepted online only
- Shortlisting based on profile, qualifications, experience
- Deadline: 20th September 2025

Certification & Evaluation

- Regular assignments, case work, presentations
- Minimum 50% marks in each module required
- Exams held on-campus
- Certificate awarded upon successful completion by IIFT Delhi


Ready to lead in global trade?

Secure your place in India's most respected trade management programme.

Executive Management Programme Division

Indian Institute of Foreign Trade (IIFT)

B-21, Qutab Institutional Area, New Delhi – 110016

 011-39147387 (Ext. 620/622).

 empd@iift.edu

 www.iift.ac.in

Link to apply now : <https://docs.iift.ac.in/pilotweb/cpeim/>

