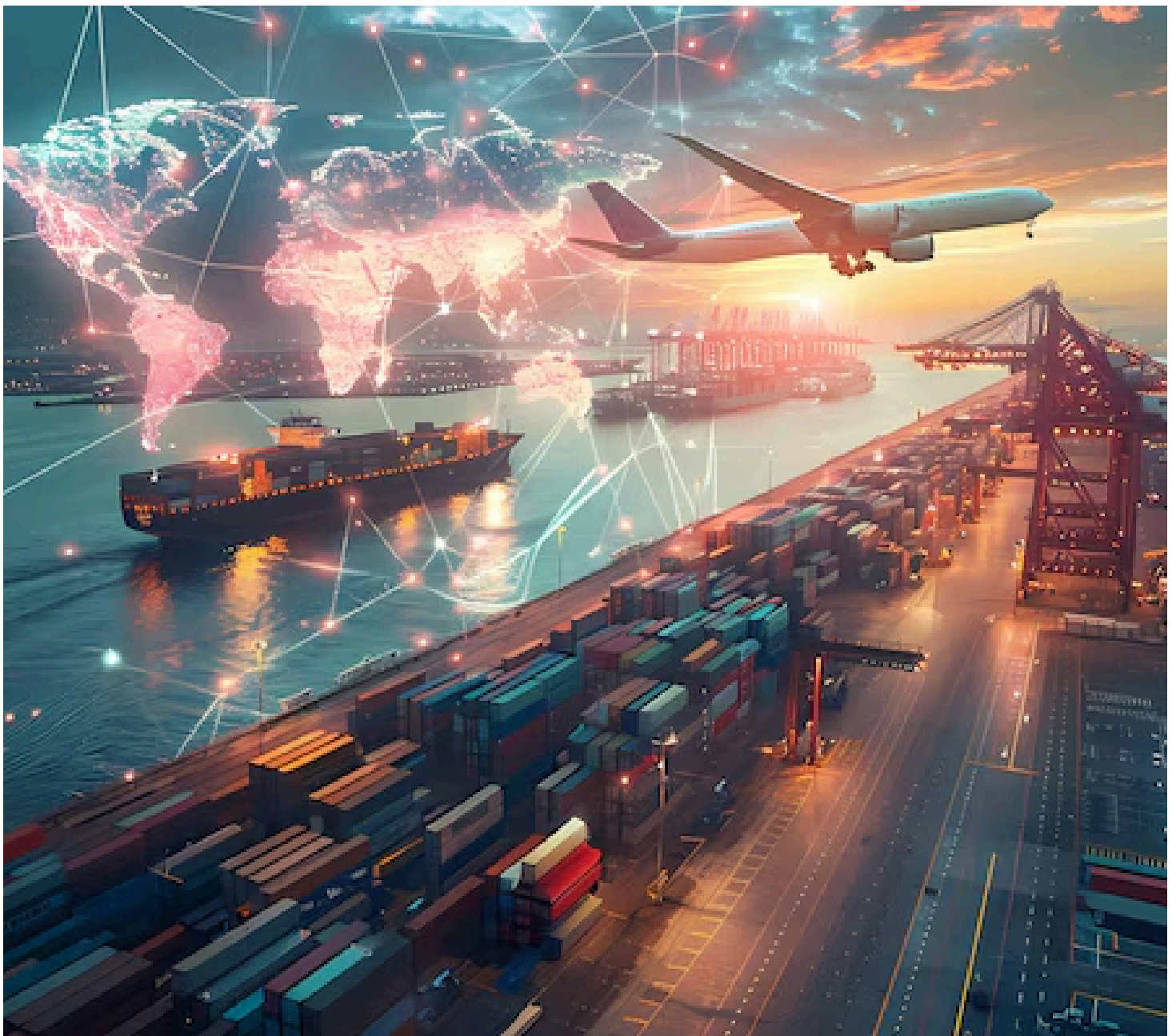




Management Development  
Programme Division



# 5-day On-Campus Training Program on Export-Import Operations & Trade Law during April 21-25, 2025





## Management Development Programme Division

### Program Overview

This 5-day on-campus intensive training program is designed to equip professionals, businesses, and legal practitioners with a comprehensive understanding of international trade laws, export regulations, and operational strategies. The program combines legal principles with practical insights to ensure compliance and efficiency in global trade.

### Program Objective

- Understanding international trade agreements and WTO regulations
- Navigating export documentation & customs procedures
- Ensuring compliance with trade laws & sanctions
- Managing contract negotiations & dispute resolution
- Leveraging trade finance & risk management tools

### Who Should Attend

- Exporters & Importers
- Legal Professionals & Compliance Officers
- Trade Consultants & Supply Chain Managers
- Government Officials & Trade Regulators
- Business Owners & Entrepreneurs entering international markets

### Certification & Takeaways

- Certificate of Completion in Export-Import Operation and Trade Law
- Course Materials, Legal Templates & Export Compliance Checklist
- Access to an Exclusive Network of Trade & Compliance Experts



# Management Development Programme Division

## Content

### Foundations of International Trade Law

Overview of International Trade & WTO Framework  
Key Trade Agreements (GATT, FTAs, RTAs)  
Role of International Organizations (WTO, ICC, UNCITRAL)  
Legal Aspects of Trade Policies & Market Access

### Export Regulations & Compliance

Export Licensing & Regulatory Frameworks  
Trade Sanctions & Embargoes  
Customs Procedures & Documentation  
Ethical & Legal Considerations in Global Trade

### Contracts & Dispute Resolution in Trade

International Sales Contracts (CISG, INCOTERMS)  
Drafting & Negotiating Trade Agreements  
Arbitration & Mediation in Trade Disputes  
Case Studies on Trade Litigation

### Trade Finance & Risk Management

Payment Methods (Letters of Credit, Documentary Collections)  
Export Credit Insurance & Risk Mitigation  
Foreign Exchange Risks & Hedging Strategies  
Trade-Based Money Laundering (TBML) Prevention

### Export Operations & Market Entry Strategies

Logistics & Supply Chain Optimization  
Export Pricing & Market Research  
Digital Trade & E-Commerce Regulations  
Practical Case Studies & Q&A Session



## Management Development Programme Division

### Venue

The 5-day on-campus Management Development Program (MDP) on Export-Import Operation and Trade Law will be held at the campus of Indian Institute of Foreign Trade (IIFT) in New Delhi. The venue is located at B-21, NRPC Colony, Block B, Qutab Institutional Area, New Delhi, Delhi 110016.

### Program Fee

The program fee for the 5-day Management Development Program (MDP) on Export-Import Operation and International Trade Law at IIFT Delhi is INR 40,000 plus 18% GST, totaling INR 47,200. This fee includes:

- Tuition: Expert-led lectures, interactive sessions, practical exercises, and case studies.
- Refreshments: Morning and afternoon tea breaks.
- Lunch: Daily lunch will be provided.
- Materials: Both soft and hard copies of all course materials.

This comprehensive fee ensures a high-quality learning experience with no additional expenses for participants, reflecting IIFT's commitment to delivering exceptional education and support.

### Discount Policy

Organizations that nominate five or more participants for the 5-day Management Development Program (MDP) on International Trade Law and Export Operations at IIFT Delhi will be eligible for a 10% discount on the program fee. This group discount is designed to encourage organizations to invest in the professional development of their teams, ensuring that more employees can benefit from the advanced training and knowledge offered by the program.

### Certificate

Participants who successfully complete the 5-day Management Development Program (MDP) on Export-Import Operation and Trade Law at IIFT Delhi will be awarded a prestigious certificate of completion



## Management Development Programme Division

### How to Apply

Interested candidates can apply for the program through the attached link. In the event of any technical issues during the application process, applicants are encouraged to contact the MDP team at IIFT Delhi. Alternatively, candidates can submit a manual application form via email to [mdpmarketing@iift.edu](mailto:mdpmarketing@iift.edu) for assistance

### Contact

Management Development Programmes Division  
Indian Institute of Foreign Trade, New Delhi  
Department of Commerce  
Ministry of Commerce and Industry  
Government of India  
Mob-7976445970  
Email: [mdpmarketing@iift.edu](mailto:mdpmarketing@iift.edu)

### About IIFT MDP

Management Development Programs (MDPs) is one of the major activities of the Institute. Since its inception in 1963, it was envisaged that IIFT should become a centre of excellence for Management Development Program in International Business, and today after its completion of over sixty Years, it has emerged as a knowledge resource division catering to the needs of officers, managers and executives at all levels drawn from the corporate, government and public sectors both in India and abroad.

The objective of our MDPs is to provide the participants an excellent opportunity to interact and exchange ideas with the experienced faculty and fellow participant's which helps crystallize the concepts for better decision making. It also facilitates business executives to explore new frontiers of knowledge, sharpen their skills and help their organizations to achieve newer heights.

The participants in our open programs are officers/executives from ministries & departments of the Government, corporate sector, trade facilitation agencies, export promotion organizations and entrepreneurs.