



Indian Institute of Foreign Trade
(Deemed to be University)



CERTIFICATE PROGRAM

in

Export-Import Management (CPEIM)

ABOUT THE INSTITUTE

Indian Institute of Foreign Trade (IIFT) Delhi, a 'Deemed to be University' was established in 1963 by the Ministry of Commerce & Industry, Government of India. The Institute has a long legacy of imparting management education in international business & trade, carrying out policy research and conducting industry-relevant capacity building programs. Today IIFT is ranked amongst the best Business schools not only in India but also in the Asia-Pacific.



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.



IIFT GIFT City (Gandhinagar)

Recently, IIFT has marked its presence in the Western part of the country and has begun its operations in GIFT City (Gandhinagar) Gujarat. GIFT City is the central pillar of the tri-city approach and offers a revolutionary launch pad for legacy and modern businesses rooted in cutting-edge technology. It has India's maiden International Financial Services Centre (IFSC) and is ideally positioned as a gateway for inbound and outbound requirements of international financial services in India. The perpetually growing trust of renowned organisations and institutions is an inspiring proof of a new financial and technological era in India. IIFT GIFT City (Gandhinagar) is proud of its presence in the region and committed to the capacity building of human resources in short-term industry-relevant courses on international trade, business and export-import management domains.



PROGRAM HIGHLIGHTS

A 4-month, on-campus weekend program for the working professionals

Industry Visit (Mundra Port and / or Surat Diamond Bourse), Regular Expert Sessions

Razor sharp focus on enhancing managerial and business competence by imparting systematic knowledge and skills across all aspects related to international business, trade and export-import strategy

110+ contact hours at Institute's world-class infrastructure facility to provide an enriching learning experience to the participants.

Certificate from a premier AACSB and NAAC A+ accredited b-school having an alumni presence in more than 30 countries across the globe.

PROGRAM STRUCTURE AND COVERAGE

| COURSE NAME | CREDITS | COVERAGE |
|--|---------|--|
| 1. International Marketing: Market Identification, Selection & Development | 02 | International Market Research, Global Product and Branding Decisions, Pricing Strategies, Global Channel and Supply Chain Decisions, Promotional Management etc. |
| 2. Global Economic Environment | 01 | International Economics, Foreign Trade Policy, WTO & Trade Agreements, India's Trade Trends, Export Schemes & Incentives |
| 3. International Trade Operations and Documentation | 02 | Export Documentation and Procedures, INCO Terms, Export Sales Contract, MEIS Schemes etc. |
| 4. International Business Contracts and Negotiations | 02 | Types of Contracts, Contract Breaches, Negotiation Strategies and Styles, Cross-Cultural Negotiations, Managing Conflicts |
| 5. International Trade Logistics and Global Sourcing | 02 | Mode of Transports, Packaging and Labelling, Dry Ports & Containerization, Port Operations and Infrastructure etc. |
| 6. Trade Finance | 02. | Financing an Export Business, Payment Methods, Trade Finance Instruments, FEMA Guidelines, Managing Currency Risk etc. |
| 7. Port Visit and / or Industry Visit | 01 | Participants to submit a report after the Visit |

PEDAGOGY

Interactive Sessions, Case Studies, In-Class Activities and Discussions, Presentations, Simulations etc. .

KEY LEARNING OUTCOMES

- ★ In-depth understanding of international business and trade concepts across different functional areas.
- ★ Equipping participants with the tools and skills required for strategic decision making in a global business scenario.
- ★ Developing an understanding into the operational aspects of international business, trade and financial management.

ASSESSMENT & EVALUATION

- ★ A minimum of 75% attendance to the classroom lectures is must.
- ★ Course specific evaluation criteria such as quizzes, end-term exam, project, assignments, presentations etc. The main objective of such assignments/assessments will be to help the participants apply their conceptual learning and understanding in their respective organizational context. Evaluation methodology is the discretion of the faculty.
- ★ The participants will have to secure a minimum of 50% in each of the assessments to be eligible for award of certificate.

CLASS SCHEDULE AND DELIVERY

- ★ On Saturday: 03 sessions of 1.5 Hrs each, 3:00 – 8:00 PM
- ★ On Sunday: 03 sessions of 1.5 Hrs each, 9:00 AM – 2:30 PM (with tea and lunch breaks)

ELIGIBILITY CRITERIA & SELECTION

- ★ Graduation in any discipline from recognized university or Diploma with two years' post-diploma work experience. Candidates will be shortlisted based on their profile, qualification, experience etc. Online interviews may be conducted in case of large number of applications.

WHO SHOULD JOIN

- ★ Young Entrepreneurs, Early Age EXIM & IB Professionals, Entry-Level Business Executives, Students Interested in IB & Trade, etc.

HOW TO APPLY

The proposed commencement date for the program is April 27, 2024. Only online applications will be accepted.

- ★ Click on the following link to apply online
- ★ Through e-mail: Please attach filled in form and send to aradmin_gcg@iift.ac.in
- ★ Last date of applications: April 5, 2024. Please ensure that all details are filled including the e-mail address. Incomplete applications will not be accepted
- ★ Short listed applicants will receive admission confirmation.
- ★ Short listed applicants will have to submit the course fee to IIFT within the 7 days of the admission confirmation

PROGRAM FEE

- ★ The program fee is Rs. 84,000/- plus 18% GST (non-refundable, after admission). For SC/ST/PH Candidates, 50% fee concession (as per government guidelines, subject to document verification).

Note: For outstation candidates, limited hostel accommodation (first come, first served) is available on chargeable basis.

ADVANTAGE IIFT

- ★ A premier higher education Institute with a 60-year legacy.
- ★ An AACSB* and NAAC A+ accredited Institute with deep focus and expertise in international business, trade and export-import management.
- ★ Constantly ranked amongst top B-Schools in the country.
- ★ A think tank organisation for the Government of India on foreign trade policy.
- ★ Long legacy of conducting capacity building programs, research projects and several academic programmes over the years.
- ★ First Indian higher education Institute to have presence at GIFT City (Gandhinagar)
- ★ Presence of industrial areas / SEZs (Ahmedabad, GIFT, Vadodara, Surat, Rajkot, Morbi, Bharuch, Sanand, Ankleshwar etc.), Existence of number of manufacturers & exporters, ample job opportunities in various business domains viz. Petroleum, Chemicals, Gems & Jewellery, Textiles, Plastics, Pharmaceutical, Heavy Engineering, Ceramics, Food Processing, Handicrafts, etc.

*Only 5 percent of the world's B-Schools have AACSB accreditation

CONTACT DETAILS

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