



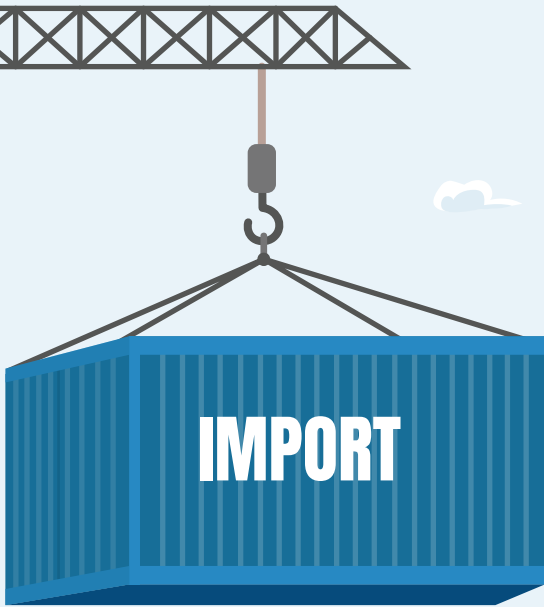
IMPORT EXPORT TRAINING CENTER

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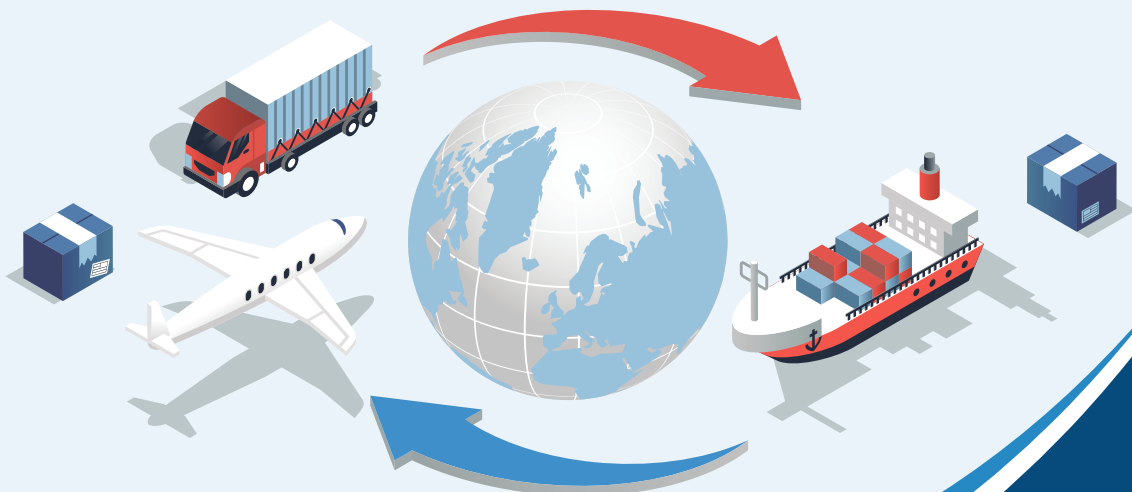
 pietc.in

 info@pietc.in

 +91 96877 41114



LET'S MAKE IMPORT-EXPORT EASY



OUR MISSION

To democratize global trade by equipping Indian entrepreneurs, manufacturers, and professionals with the exact, practical tools, documentation skills, and mentorship required to build highly profitable export-import businesses from scratch.

OUR VISION

To build a thriving, interconnected community of 10,000+ highly successful exporters from every corner of India, elevating the nation's global trade footprint and transforming "Make in India" into "Source from India" on the world stage.

EXPORTER TEAM



G.R. ENTERPRISE
"Export Wisely, Import Sharply"



VAANI IMPEX
True Quality



COURSE CONTENT

1 MODULE

Brief of Indian Economy

- Scope in export import business
- Vision – Mission of PIETC
- Share of international trade in Indian economy
- Commodities exported by India and Imported by India
- India's total export and Import
- India's top export destination countries

2 MODULE

International Bodies

- Types Of International Bodies
- Types Of Government – Agency Of India
- Details Of RCMC – EPC
- Types Of Government Board

3 MODULE

Technical Terms in Export and Import

- Types Of Exporter
- HS Codes

4 MODULE

IEC – Company Process

- Types Of Company
- IEC Process

5 MODULE

Container & Packaging

- Modes Of Transport
- Types Of Packaging
- Types Of Container
- Types Of Stuffing – ICD



6^{MODULE} Product & Market Selection

- Criteria To Select Right Product
- Criteria To Select Market
- Which Product is profitable For Exports...?

7^{MODULE} Product Marketing & Specification

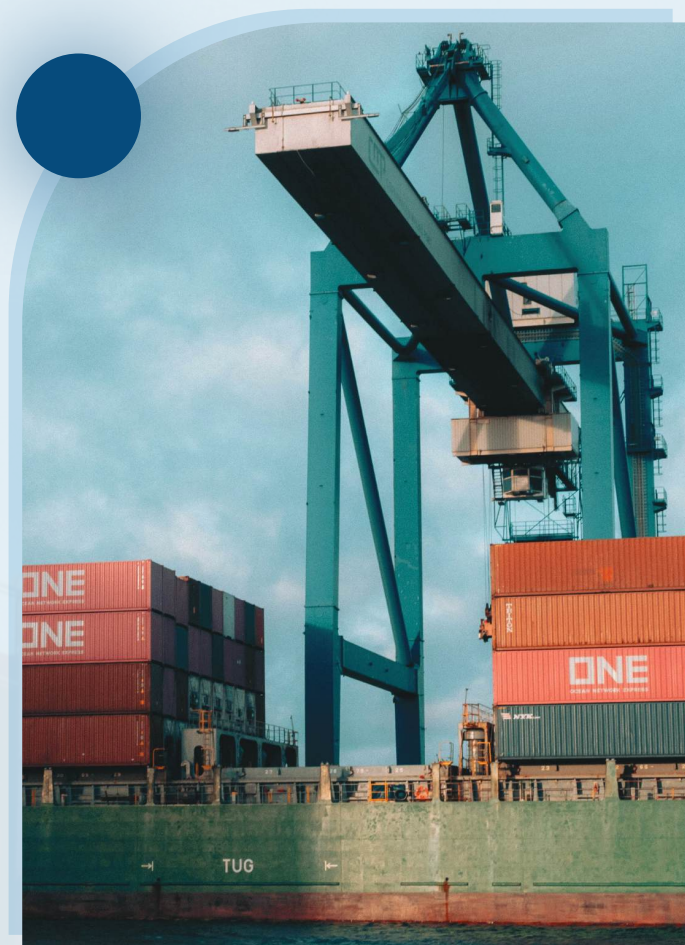
- How To International Marketing Your Company & Product
- Types Of Marketing
- Country Wise All Product Specification

8^{MODULE} Supplier

- How To Find Export Quality Product Supplier
- Types Of Payment Term In Supplier

9^{MODULE} CHA (Custom House Agent)

- Role Of CHA In Export – Import Business
- How To Find CHA
- Types Of Documentation Provide By CHA
- How To planning Book vessel – Container
- How To Calculate CHA Costing
- Types Of BL
- Custom Clearance Process
- Logistic Management



10^{MODULE} Inco terms

- History of Inco terms
- Types Of Inco terms
- Which Term Is Good For Exporter – Importer

11^{MODULE} Payment Term

- Types Of Payment Term
- How To Work Bill Of Exchange
- Which Currency Deal in Exports

12^{MODULE} Buyer Finding

- 7 Ways To Find Genuine Buyer
- How To Identify & Verification Of Buyer
- Documents Required To Buyer Verification
- Trade Dispute Solution

13^{MODULE} Communication

- Ways Of Buyer Communication
- Tool & Application To Connect Buyer
- Communication Speech

14^{MODULE} Sampling & Inspection

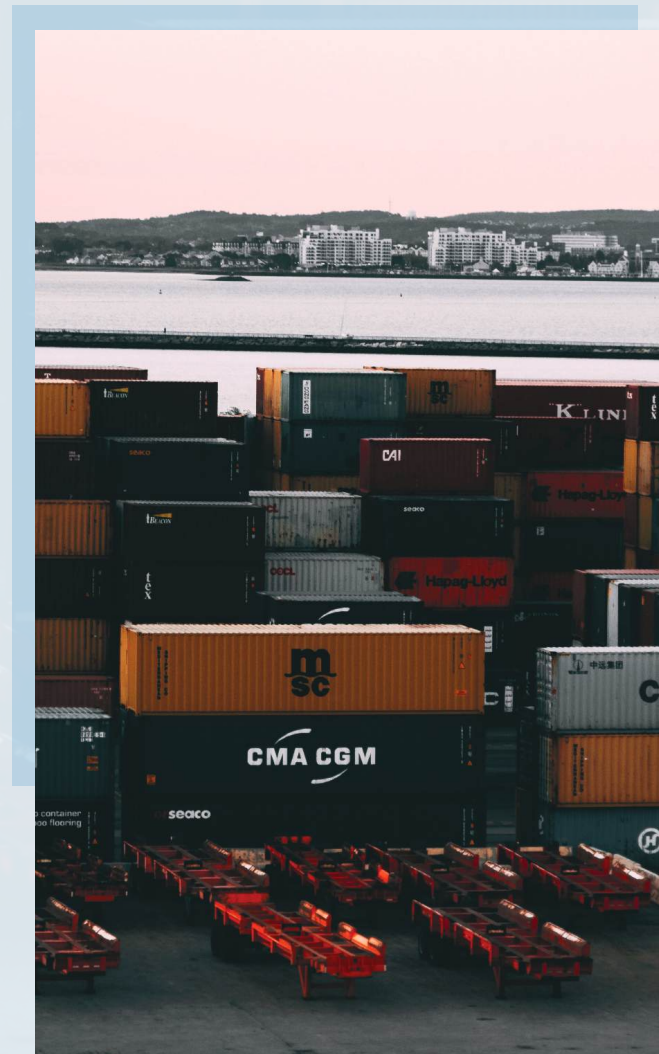
- Ways Of Third Party inspection
- Points To Sampling
- Types Of Courier Company In Sampling

15^{MODULE} GST – LUT Process

- Impact Of GST In Export- Import Business
- Product Wise GST Slab
- LUT (Letter Of Undertaking) Process
- How To Check Product Wise GST Rate

16^{MODULE} Export Promotion Scheme

- Types Of Scheme Provide To Government In Export
- Role Of Duty Drawback Scheme
- Role Of RodTep Scheme
- Criteria To Export House Status Holder



17^{MODULE} Quotation

- How To Calculate Of Product Quotation
- Calculate Fix Base Deal Quotation
- Calculate Commission Base Deal Quotation
- Negotiation To Buyer
- How To Calculate DBK – RodTep In Quotation



18^{MODULE} Risk Management

- Types Of Risk In Export – Import Business
- How To Manage Risk
- Types Of Insurance
- Types Of ECGC Policy
- Manage Foreign Exchange Variation Risk
- Process To ECGC Smile Biz Portal
- ECGC policy Premium Structure
- Step To Buyer Verification In ECGC Portal
- All Country Classification List

19^{MODULE} Documentation Process – Company Set Up

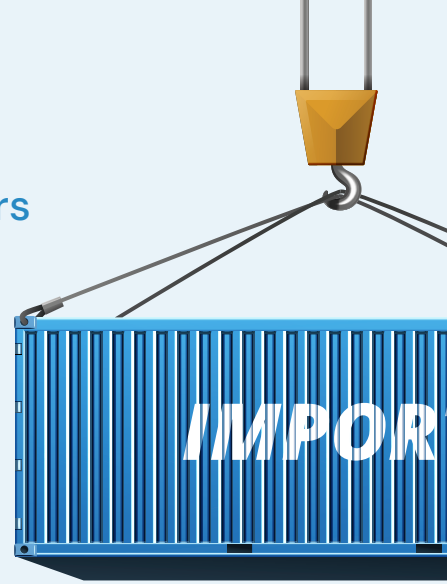
- Pre-Shipment Documentation
- Post-Shipment Documentation
- E-BRC
- Steps To E-BRC Certificate
- Process Of opening company – UAE
- Process Of opening company – OMAN
- Steps To Barter Trade – Iran

20^{MODULE} Import Process

- Why Import...?
- Import Process Cycle
- License To import
- How To Check Import Duty

WHY CHOOSE PIETC...

- ✓ 24x7 Lifetime Support from Experienced Exporters
- ✓ Lifetime Assistance for Business Queries
- ✓ Free Updates on Latest Export–Import Policies
- ✓ Free Editable Soft Copies of Documents
- ✓ Free Editable Forms and Certificates
- ✓ Live Interaction with Successful Exporters
- ✓ Live Buyer/Supplier Meetings During Training
- ✓ Live CHA & Logistics Interaction
- ✓ Live CA / Bank / Forex Expert Sessions
- ✓ Course Completion Certificate



OPPORTUNITY AFTER TRAINING

01

Merchant Exporter
& Importer

09

Manufacturer
exporter

02

Logistics Business

10

International
Marketing

03

Export-Import
Documentation

11

Air Lines (Air Cargo)

04

Bank (Foreign Trade
Department)

12

Marine Insurance
Business

05

Corporate Agent/
International Broker

13

Consultant Export &
Import

06

Fumigation
Business

14

Forex Business

07

Freight Forwarding

15

Custom House Agent
(CHA)

08

Cold Storage &
Warehouse for
Export-Import

16

International Business
Tour, Exhibition,
Events



CONTACT US

HEAD OFFICE:

220-221, Marvella Business Hub, Pal Road, Adajan,
Surat, Gujarat – 395009

PHONE SUPPORT:

+91 96877 41114

EMAIL US:

info@pietc.in

WEBSITE:

www.pietc.in

WORKING HOURS:

Monday – Saturday
10:00 AM – 8:00 PM

