

**Objective:**

The objective of this module is to provide the participants with a good knowledge on Export trade, types of trades, formalities for trade, legalities of export trade and the documentation process of it.

**UNIT I**

Exporting Preliminary Consideration -Generation of Foreign enquiries, obtaining local quotation & offering to overseas buyers scrutinizing export order, opening L/C by buyers- Export Controls and Licenses -Patent, Trade Mark, Copy Right Registrations - Confidentiality and NDA

**UNIT II**

Export Sales - Selling and Purchasing- Consignment - Leases - Marine and Air Causality Insurances - Export Finance - Forex - Major currencies, Exchange rates, relations & impact - Export costing and pricing & Inco terms - Export Licence - Import Licence

**UNIT III**

Export Packaging - Preparation of pre shipment documentation - Methods of Transportation - Country of Origin Marking- Inspection of Export consignment - Export by Post, Road, Air & Sea - Claiming for Export benefits and Duty drawbacks

**UNIT IV**

Shipment & Shipping documents - Complicated problems in shipments & negotiation of shipping documentations - Corporate marketing strategies - 100% EOU & Free trade zone - Deemed Export -Isolated Sales Transactions

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**UNIT V**

Acts for export/import - Commencement - Customs Formalities - Export Documentation - Export of Services - Export of Excisable Goods - Import Documentation - Clearance - 100% export oriented units - customs house agents - import of different products - import/export incentives - import licenses etc.

**Reference Books:**

1. Shri C Rama Gopal, Chartered Accountant, Export Import Procedures- Documentation and Logistics, New Age International Publications.
2. Francis Cherunilam, International Marketing, Himalaya Publishing House, New Delhi.
3. Bhattacharya, International Trade, S Chand & Sons, New Delhi.