



Certified Export Import (Foreign
Trade) Professional
VS-1018

Vskills Certifications

Vskills Brochure



Certified Export Import (Foreign Trade) Professional

Certification Code VS-1018

The Export-Import trade in India is one of the most lucrative of all current global business opportunities. As the world has become more and more technologically advanced, geographical boundaries don't matter any more. With emerging trends in the world economic scenario, International trade becomes more and more rewarding, both in terms of profit and personal satisfaction. Vskills Certified Import Export Professional would have knowledge on import export regulations and could be employed as Export Coordinator, Merchandiser, Procurement manager, Product Manager etc.

Why should one take this certification?

This certification is designed to acquaint and thereby provide a firm foundation of International Trade. The goal is to identify those candidates who understand the nuances of international trade and to develop knowledge, skills and competencies in the field of Export/Import and learn about the different aspects of International trade.

Who will benefit from taking this certification?

This certification is designed for those who plan a professional career as an Export/Import Professional. It seeks to benefit students, those expanding business in international market, starting a business or simply those looking to work in international trade company.

Test Details:

- **Duration:** 60 minutes
- **No. of questions:** 50
- **Maximum marks:** 50, Passing marks: 25 (50%); There is no negative marking in this module.

Fee Structure:

Rs. 3,499/- (Excludes taxes)*

* Fees may change without prior notice, please refer <http://www.vskills.in> for updated fees

Companies that hire Vskills Certified Import Export Professional

Vskills Certified Professionals in the field of International trade can be employed in export units, buying houses or merchandising and export import or the international business division of various multinational companies, engaged in the production, invoicing, packing, transport and shipping, marketing and documentation.

Table of Content

1. International Trade

- 1.1 Regulations of International Trade
- 1.2 Risks in International Trade
- 1.3 Top trading nations (2010 estimates)
- 1.4 Top traded commodities (Exports)

2. International Trade - WTO

- 2.1 GATT rounds of negotiations
- 2.2 Functions of WTO
- 2.3 Principles of the trading system

3. Export and Import

- 3.1 Export
- 3.2 Advantages of Exporting
- 3.3 Disadvantages of Exporting
- 3.4 Ways of exporting
- 3.5 Making the export decision
- 3.6 Import

4. Starting Exports - Important steps

- 4.1 Basic Requirements
- 4.2 IEC Number
- 4.3 Export License
- 4.4 Export Samples
- 4.5 Export Pricing
- 4.6 Steps for successful exporting

5. Role of Government Agencies

- 5.1 Director General of Foreign Trade
- 5.2 Export Promotion Councils
- 5.3 Board of Trade
- 5.4 Commodity Boards
- 5.5 Institutes for export promotion
- 5.6 India Trade Promotion Organization (ITPO)
- 5.7 National Centre for Trade Information (NCTI)
- 5.8 Export Inspection Council (EIC)
- 5.9 Export Credit Guarantee Corporation
- 5.10 Directorate General of Commercial Intelligence and Statistics (DGCI&S)
- 5.11 Indian Trade Promotion Council (ITPO)
- 5.12 Federation of Indian Exporters' Organization (FIEO)
- 5.13 Export Import Bank (EXIM)
- 5.14 Export Inspection Council
- 5.15 Customs and Central Excise Department

- 5.16 Marine Products Export Development Authority
- 5.17 Agricultural and Processed Food Products Export Development Authority
- 5.18 Indian Council of Arbitration
- 5.19 Federation of Indian Export Organisations
- 5.20 Department of Commercial Intelligence and Statistics
- 5.21 Directorate General of Shipping
- 5.22 Freight Investigation Bureau
- 5.23 State Trading Corporation of India Limited (STC)
- 5.24 Major State trading organizations in India

6. Export Documentation

- 6.1 Pre-shipment Documents
- 6.2 Post Shipment Documents
- 6.3 Export Documents

7. Payment Terms

- 7.1 Payment in Advance
- 7.2 Letter of Credit
- 7.3 Documentary Collections
- 7.4 Open Account

8. INCOTERMS

- 8.1 Classification
- 8.2 Multi modal transport Rules
- 8.3 Sea and Inland Waterway Transport Rules
- 8.4 Trade Rules

9. Methods of Financing Exporters

- 9.1 Pre Shipment Finance
- 9.2 Post Shipment Advance

10. Export Assistance

- 10.1 Importance of Export Assistance
- 10.2 Export Promotion Measures in India
- 10.3 Eligibility for Export/Trading/Star Trading/Super Star Trading Houses
- 10.4 Rendering exports price competitive
- 10.5 Strengthening Export Marketing Effort
- 10.6 Special Economic Zones
- 10.7 Export Processing Zone /Export Oriented Units

11. Processing of an export order

- 11.1 Nature and Format of Export Order
- 11.2 Examination and Confirmation of Export Order
- 11.3 Central Excise Clearance
- 11.4 Pre-shipment Inspection
- 11.5 Appointment of Clearing and Forwarding Agents

- 11.6 Transportation of Goods to Port of Shipment
- 11.7 Port Formalities and Customs Clearance
- 11.8 Certificate of Origin and Shipment Advice
- 11.9 Presentation of Documents to Bank
- 11.10 Claiming Export Incentives

12. Product Development for Exports

- 12.1 Product Development
- 12.2 Planning for product development
- 12.3 Sourcing new ideas
- 12.4 The product development process
- 12.5 Market Research
- 12.6 Successful product planning
- 12.7 Packing and packaging

13. Export Marketing

- 13.1 Export Readiness
- 13.2 Identifying the right markets
- 13.3 Market Entry for Exports
- 13.4 Assessing Export Competitiveness

14. Forex and Risk Management

- 14.1 What is Foreign Exchange?
- 14.2 Foreign Exchange as a Financial Market
- 14.3 Foreign Exchange is an OTC Market (Over The Counter)
- 14.4 Rates of Exchange
- 14.5 Primary and Counter Currency
- 14.6 Market Maker and Market Taker
- 14.7 Bid/Offer Rate
- 14.8 Middle Rate
- 14.9 Cross Rates
- 14.10 Factors affecting exchange rate fluctuations
- 14.11 Major Currencies
- 14.12 Effect of fluctuations in exchange rates: exposure and foreign exchange risk
- 14.13 Risks of foreign exchange to exporters and importers
- 14.14 Managing risk

15. Electronic Data Interchange

- 15.1 Advantages
- 15.2 ASYCUDA
- 15.3 EDI link ups
- 15.4 Indian Customs EDI System (ICES)

16. National Foreign Trade Policy

- 16.1 Foreign Trade Policy 2009-2014
- 16.2 Foreign Trade Policy 2015-2020

17. Containerization and transportation

17.1 Modes of Transport

17.2 Containerization

18. Managing Quality in Exports

18.1 Services Quality

18.2 ISO 9000 Standards

18.3 List of Certification Bodies in India

19. Glossary (Acronyms)

20. Answers Key

Sample Questions

1. Under which of these circumstances does product liability not apply

- A. In case of negligence
- B. In case of smuggling
- C. Under the principle of strict liability
- D. Under express/implied warranties

2. The bank which finally collects the documents and claims reimbursement is called

- A. Advising bank
- B. Confirming bank
- C. Paying bank
- D. Negotiating bank

3. When exporter avails post-shipment credit in foreign country, what is taken as the benchmark for the interest rate

- A. Benchmark Lending Rate
- B. MIBOR
- C. LIBOR
- D. Indian Bank Rate

4. Which of these is not an essential service provided by C&F agents

- A. Warehousing before transportation
- B. Selection of mode of transport
- C. Cargo Insurance
- D. Warehousing after transportation

5. Which of these is not an essential service provided by C&F agents

- A. Warehousing before transportation
- B. Selection of mode of transport
- C. Cargo Insurance
- D. Warehousing after transportation

Answers : 1 (B), 2 (D), 3 (C), 4 (D), 5 (D)

Certifications

➤ Accounting, Banking and Finance

- Certified AML-KYC Compliance Officer
- Certified Business Accountant
- Certified Commercial Banker
- Certified Foreign Exchange Professional
- Certified GAAP Accounting Standards Professional
- Certified Financial Risk Management Professional
- Certified Merger and Acquisition Analyst
- Certified Tally 9.0 Professional
- Certified Treasury Market Professional
- Certified Wealth Manager

➤ Big Data

- Certified Hadoop and Mapreduce Professional

➤ Cloud Computing

- Certified Cloud Computing Professional

➤ Design

- Certified Interior Designer

➤ Digital Media

- Certified Social Media Marketing Professional
- Certified Inbound Marketing Professional
- Certified Digital Marketing Master

➤ Foreign Trade

- Certified Export Import (Foreign Trade) Professional

➤ Health, Nutrition and Well Being

- Certified Fitness Instructor

➤ Hospitality

- Certified Restaurant Team Member (Hospitality)

➤ Human Resources

- Certified HR Compensation Manager
- Certified HR Staffing Manager
- Certified Human Resources Manager
- Certified Performance Appraisal Manager

➤ Office Skills

- Certified Data Entry Operator
- Certified Office Administrator

➤ Project Management

- Certified Project Management Professional

➤ Real Estate

- Certified Real Estate Consultant

➤ Marketing

- Certified Marketing Manager

➤ Quality

- Certified Six Sigma Green Belt Professional
- Certified Six Sigma Black Belt Professional
- Certified TQM Professional

➤ Logistics & Supply Chain Management

- Certified International Logistics Professional
- Certified Logistics & SCM Professional
- Certified Purchase Manager
- Certified Supply Chain Management Professional

➤ Legal

- Certified IPR & Legal Manager
- Certified Labour Law Analyst
- Certified Business Law Analyst
- Certified Corporate Law Analyst

➤ Information Technology

- Certified ASP.NET Programmer
- Certified Basic Network Support Professional
- Certified Business Intelligence Professional
- Certified Core Java Developer
- Certified E-commerce Professional
- Certified IT Support Professional
- Certified PHP Professional
- Certified Selenium Professional
- Certified SEO Professional
- Certified Software Quality Assurance Professional

➤ Mobile Application Development

- Certified Android Apps Developer
- Certified iPhone Apps Developer

➤ Security

- Certified Ethical Hacking and Security Professional
- Certified Network Security Professional

➤ Management

- Certified Corporate Governance Professional
- Certified Corporate Social Responsibility Professional

➤ Life Skills

- Certified Business Communication Specialist
- Certified Public Relations Officer

➤ Media

- Certified Advertising Manager
- Certified Advertising Sales Professional

➤ Sales, BPO

- Certified Sales Manager
- Certified Telesales Executive

& many more job related certifications

Contact us at :

Vskills

011-473 44 723 or info@vskills.in

www.vskills.com