



**WORLD TRADE CENTER®**  
**MUMBAI**



# **WORLD TRADE INSTITUTE**

**Education Wing of**

**WTC MUMBAI**

Member of WTCA NY | Global network | 318 WTCs | Across 91 countries  
| Represents 1 million business houses |

# WHO ARE WE?

## World Trade Center Mumbai (WTC Mumbai)

World Trade Center Mumbai was established on June 26, 1970. It was the vision of the eminent engineer of India and **Bharat Ratna Sir (Dr) M. Visvesvaraya** to build an international trade center in the city of Mumbai. In 1971 World Trade Center Mumbai became a member of the World Trade Centers Association, New York, a prestigious global network serving the cause of international trade worldwide.

The World Trade Center Mumbai is a not-for-profit organization providing a platform for multifarious trade services and infrastructure facilities. Recognised as a prestigious trade and business destination, the World Trade Center Mumbai is an iconic structure strategically located in the heart of the city. To create an enabling platform for trade research, education, training and trade facilitation which are integral and form the foundation of the mission.

## World Trade Centers Association, New York (WTCA, NY)

The World Trade Centers Association stimulates trade and investment opportunities for commercial property developers, economic development agencies and international businesses looking to connect globally and prosper locally. WTCA serves as an international ecosystem of global connections, iconic properties, and integrated trade services under the umbrella of a prestigious brand.



# INTRODUCTION TO **WORLD TRADE INSTITUTE (WTI)**

In the wake of globalisation, the world is witnessing sweeping changes in international trade. It is imperative for businesses to keep abreast of these changes by expanding and updating their information and knowledge base.

Trade Education fills the gap by providing necessary training and skills to students, professionals and entrepreneurs venturing into the global markets. **World Trade Institute**, the educational wing of the World Trade Center Mumbai, was established in 1991 to provide industry related educational programs to meet the requirements of trade, industry and corporate sector.

The courses are conducted with the support of state-of-the-art infrastructure. Experienced, highly qualified and competent faculty from trade and industry, top financial institutions and government departments are equipped to conduct the classes. Courses are widely recognized in India among industry and entrepreneurs, and abroad.

The World Trade Institute was set up 32 years ago for nurturing professional talent in quality education in Foreign Trade. WTI pioneered in introducing the following courses:

- Post Graduate Diploma in  
**Foreign Trade (PGDFT)**
- Post Graduate Diploma in  
**Foreign Exchange and Risk Management (PGDFRM)**
- Post Graduate Diploma in  
**Global Logistics and Supply Chain Management (PGDGLSCM)**
- Certified  
**Foreign Trade Expert (CFTE)**



The **World Trade Institute** consistently updates course curriculum as per the academic and industry standards. It has built a strong reputation as India's modern and innovative educational institute.

# POST GRADUATE **DIPLOMA IN FOREIGN TRADE (PGDFT)**

Since 1992, the world started evolving into a closely interconnected global community and there arose an immediate demand for specialized knowledge across various business domains. This was essential for students, professionals, and entrepreneurs to navigate the intricacies of foreign trade, driven by the forces of globalization. Recognizing the importance of adapting to this emerging global reality, WTC Mumbai made a significant decision in 1995 to transform its export marketing training program into the pioneering six-month **Post Graduate Diploma in Foreign Trade**.

This six-month course offers a thorough exploration of International Business and Foreign Trade, encompassing everything from fundamental principles to practical exposure, while allowing students the flexibility to discover their role in the global economy.

## **Curriculum**

The curriculum encompasses vital topics organized into five comprehensive modules, including International Marketing, Customs Compliance and Freight Management, Exim Financial Management, National Foreign Trade Policy, and Logistics Management. These modules are enhanced by practical project work, collectively establishing a robust groundwork for international trade. This program equips students with the skills needed to thrive in a highly competitive global marketplace. (Detailed Curriculum is on Annexure – I)

## **Duration**

The diploma program is for six months, encompassing interactive sessions, examinations, project assignments and viva voce.

## **Mode of Delivery**

Students have the freedom to select either online or offline lecture modes, with choices offered on both weekdays (three days) and weekends (one day). Weekday sessions are conducted for two hours each day, while weekend sessions extend to six hours per day.

## **Examination**

The examination format will consist of Multiple Choice Questions (MCQs) with a 40 per cent weightage, Question-Answer sections of 40 per cent weightage and Internal Continuous Assessment with 20 per cent weightage. It is important to note that there will be no negative marking for MCQs. The total marks for each exam will be 100, and the minimum passing score required is 50 per cent.

## **Pedagogy**

The faculty will conduct the sessions using various techniques such as case studies, role-plays, project assignments, gamification, and other interactive methods to enhance participant engagement and interaction.

## **Fees**

The fee for the complete Diploma, inclusive of Registration and Training, amounts to Rs. 60,000/- plus 18% GST, payable as a one-time payment. Payment can be made by clicking the provided link (with various payment options available through WTI). Alternatively, students have the option to choose the installment plan.





## WHO SHOULD ENROL?

- Exporters and Importers
- MSMEs
- Entrepreneurs and Professionals
- International Marketing Professionals
- Domestic and International Government officials
- Manufacturers
- Students

# MODULES FOR POST GRADUATE DIPLOMA IN FOREIGN TRADE (PGDFT)

- Foreign Trade
- International Marketing
- National Foreign Trade Policy
- Exim Financial Management
- Logistics Management
- Customs Compliances and Freight Management
- Business Communication

## ADMISSION INFORMATION

<b>Eligibility</b>	Graduate or 15 years experience (proof of documents)
<b>Duration</b>	Six months
<b>Days</b>	Weekdays and Weekend batches
<b>Course Fee (payable alongwith registration)</b>	Rs. 60,000/- plus 18% GST
<b>Registration Link</b>	<a href="https://forms.office.com/r/mTW74twpmp">https://forms.office.com/r/mTW74twpmp</a>



# OUR ALUMNI



**Priya Singh**  
Consular Officer  
Consulate General of Argentina, Mumbai



**Tushar Giri**  
Senior Surveyor  
Indian Register of Shipping, Mumbai



**Samrudhi K Pingle**  
Management Trainee  
Tata International Ltd., Mumbai



**Rajendra Shahane**  
Consultant for Import-Export Projects  
Veefin Solutions Limited, Mumbai  
(a fintech company in supply chain finance)



**Nikhil N Gharat**  
Business Development Manager  
Rochem India, Mumbai



**Nehal Tanna**  
International Business Manager  
Lykis Limited, Mumbai



**Ishita Ghosh**  
Associate (Imports Ordering Team)  
Tata Motors Ltd., Mumbai



**Ashvany Bansal**  
Vice President  
Urban Infrastructure Venture Capital Fund, Mumbai



**Ralphy Jhirad**  
Managing Director - India  
McKenzie Global Sourcing Co Ltd., Mumbai



**Sakshi Sharma**  
Knowledge Transformation Manager  
Genpact, Bangalore

WTI has so far **trained 15,000 students**

**WE** promote  
showcase  
research  
teach  
facilitate **TRADE**

**THE ULTIMATE TRADE RESOURCE**



**SCAN HERE**  
for More Details

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