



**WORLD TRADE CENTER®**  
**MUMBAI**

Promoted by MVIRDC   
M. Visvesvaraya Industrial Research and Development Centre

## **WORLD TRADE CENTER MUMBAI TRADE INSTITUTE**

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

#### **SYLLABUS**

##### **INTERNATIONAL MARKETING**

- Globalization-Concept & Practice
- International Market Environment
- Methods of International Marketing
- International Marketing Promotion and Marketing Approach
- Role of Trade Promotion Organizations
- WTO, Trade Blocks and Regional Cooperation
- Legal Aspects of International Trade
- Digital Marketing

##### **CUSTOMS MANAGEMENT**

- Customs Law and GST
- Import Clearance Procedure, Documentations
- Projects Imports
- Imports of Baggage, Courier, Foreign Post
- Role of Custom House Agent
- Export related Central Excise Matters

##### **EXIM FINANCIAL MANAGEMENT**

- Foreign Exchange Management Act
- Uniform Customs & Practices for Documentary Credits (UCPDC) 600
- Uniform Rules for Collections (URC) 522
- Various documents used in International Trade
- Policies and procedures for export credit
- Exchange Control Regulations
- Project Exports
- Export Insurance
- FOREX Market
- Risk in International Trade and Risk Management
- Capital Markets

##### **FOREIGN TRADE POLICY**

- Exim Policy & Handbook of Procedures
- General provisions regarding Imports & Exports
- EPZ Units, EOUs & SEZs
- Deemed Exports
- Export Incentives
- INCOTERMS
- Export Costing & Pricing

## LOGISTICS MANAGEMENT

- Logistics and infrastructure
- Different types of Chartering arrangements
- Containerization & Multimodal Transport
- Shipping Procedures for Export & Import
- Principles of Marine Insurance
- Various Schemes in ECGC
- Export Documentation

## ADDED FEATURERS

- Project Assignment & Guest Lectures
- Case Studies & Field Visits
- Examination & Viva
- Library Facility & Exposure to WTC Events

## ADMISSION PROCEDURE

|                                       |   |
|---------------------------------------|---|
| <b>Eligibility</b>                    | Graduate in any discipline from a recognized University           |
|                                       | Or  |
|                                       | Equivalent Qualification  |
| <b>Duration</b>                       | Six Months  |
| <b>Days / Time</b>                    | Mondays, Tuesdays & Wednesdays (6.30 p.m. – 8.30 p. m.)           |
| <b>Commencement</b>                   | January & July every year   |
| <b>Fee<br/>(Payable at Admission)</b> | Rs. 35,000/- plus GST @18% (Non-refundable)                       |
| <b>Payment</b>                        | Full payment by Cash / Cheque / DD in favour of ' <b>MVIRDC</b> ' |

1. The prescribed Application Form to be filled in and the applicants have to appear for an Interview with prior appointment. Please call 66387392 / 66387391 to fix an appointment.
2. When appearing to your Interview, please make sure to bring the following.
  - Two passport size photographs.
  - The original Marksheet / Certificate alongwith xerox copies of the certificates / marksheet.
  - Full Course fee by Cash or Cheque in favour of '**MVIRDC**'
3. Admissions will be strictly on first-come and first-serve basis, as seats are limited.

## Contact Address

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