



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.

CERTIFIED FOREIGN TRADE EXPERT (CFTE)

The Certified Foreign Trade Expert is designed to cater to individuals aspiring to become international entrepreneurs. This course equips participants with knowledge in marketing, management, finance and international trade. The objective of the course is to train prospective faculty involved in curation and teaching various aspects of International Trade. While providing vocational training, the course will also address the skill gap and encourage youth to pursue entrepreneurship in foreign trade.

The course will establish a strong groundwork for budding small business proprietors, enabling them to achieve sustained success in ventures and instill a global perspective in their entrepreneurial journey.

Curriculum

The curriculum will shed light on latest export-import trends, insights on overseas markets, marketing methods, documentation, finance, insurance, shipping and logistics as well as importing goods from other countries, regulations pertaining to exports and imports, besides new emerging concepts. These aspects of international trade are critical focus areas to globalise business operations. (Detailed curriculum is in Annexure-I)

Duration

The certificate program is for three months encompassing interactive sessions, examination and case studies.

Mode of Delivery

Students have the freedom to select either online or offline lecture modes, which will be held over weekends.

Examination

The examination format will consist of Multiple Choice Questions (MCQs) and Internal Continuous Assessment. It is important to note that there will be no negative marking for MCQs. The total marks for the examination will be 100 and the minimum passing score required is 50 percent.

Pedagogy

The faculty will conduct the sessions using various techniques such as case studies and other interactive methods to enhance participant engagement and interaction.

Fees

The fee for the complete program, inclusive of Registration and Training, amounts to Rs. 35,000/- 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).





WHO SHOULD ENROL?

- Family-owned Businesses
- Exporters and Importers
- MSMEs
- Entrepreneurs and Professionals
- International Marketing Professionals
- Faculty
- Domestic and International Government officials
- Manufacturers
- Students

MODULES FOR CERTIFIED FOREIGN TRADE EXPERT (CFTE)

- Scope and Meaning of International Trade
- International Marketing
- Export-Import Finance & Exchange Regulations
- Foreign Trade Policy
- International Logistics
- Customs Procedure
- Business Communication

ADMISSION INFORMATION

Eligibility	12 pass or 10 years experience (proof of documents)
Duration	Three months
Days	Weekend online and offline sessions
Course Fee (payable alongwith registration)	Rs. 35,000/- plus 18% GST
Registration Link	https://forms.office.com/r/mTW74twpmp



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 **TRADE**
facilitate

THE ULTIMATE TRADE RESOURCE



SCAN HERE
for More Details

WORLD TRADE INSTITUTE

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