



IISWBM

Indian Institute of Social Welfare and Business Management

We are going to start the 12th certificate course on "Export - Import, Freight Forwarding and Risk Management" for both working executives as well as our students from **fourth week of October, 2017**. The course will consist of 30 lectures, each of two-hour's duration, from **6 p.m. to 8 p.m.** There will be **2 classes per week**.

The course fee:

Rs.12, 000/- only for the working executives and
Rs.10,000/- for current students of IISWBM.

Some major issues to be covered under the course are:

1. International Marketing—Identification of market for export/import, product identification, selecting the prospective buyers, channel of distribution, processing of an export order: opening of a Letter of Credit.
2. Role of DGFT, Customs authority and RBI, EXIM policy of GOI & Pre-requisites to become an exporter/importer.
3. Role of Export promotion councils.
4. Export Finance.
5. Handling of Import and Export Cargo in ports.
6. Structure and Dynamics of the Indian Freight Market.
7. Negotiation of Transport Contracts.
8. Letter of Credit.
9. Cost Saving Techniques in Road-Rail Transport.

10. Definition of Risk, Mapping of Risks, Business Risks
In a Changing economy Risk Assessment Models- Retail
Business, Manufacturing Industries, Service Industries.

11. General Insurance.

12. Marine Insurance.

13. Computer System Related Risks etc.

Case Studies

Interested candidates may contact at 033-2241
8694/8695/3756, Extn.: 612