

PROFESSIONAL EDUCATION PROGRAM

EXPORT, IMPORT & INTERNATIONAL BUSINESS

Complete 30-Session Educational Course

3 Months
Duration

30 Sessions
Sat & Sun

60 Hours
Learning

8 Modules
Content

6
Assignments
Field Work

Designed for Entrepreneurs · Manufacturers · Traders · Bankers · Students · Professionals

From Basics to Global Trade Mastery — In Plain Language | Course By: IRASHA PRIVATE LIMITED

MASTER SCHEDULE — ALL 30 SESSIONS

The program runs across 15 weekends (Saturday + Sunday), 2 hours per session, totaling 60 contact hours over 3 months.

S#	Date	Session Topic	Month
1	Wk 1 — Sat	Course Orientation Why Export/Import? India's Foreign Trade Career Opportunities	Month 1
2	Wk 1 — Sun	Definitions of Export & Import Full Transaction Lifecycle Types of Exporters Key Players	Month 1
3	Wk 2 — Sat	Business Structures Registration Bank Account PAN GST FTP Exportability Check	Month 1
4	Wk 2 — Sun	DGFT IEC Online Registration RCMC Export Promotion Councils Practical Assignment #1	Month 1
5	Wk 3 — Sat	Product Selection ITC-HS Codes Market Research Tools PESTEL Analysis	Month 1
6	Wk 3 — Sun	Identifying Buyers B2B Platforms Trade Fairs Business Correspondence Samples & Gifts Policy	Month 1
7	Wk 4 — Sat	Exchange Rate Mechanism Forex Rate Types AD Banks NOSTRO/VOSTRO/LORO FEDAI	Month 1
8	Wk 4 — Sun	Payment Terms (All 5 Methods) Incoterms 2020 Overview Practical Assignment #2	Month 1
9	Wk 5 — Sat	Month 1 Review Live Case Study Assignment #1 Debrief Written Assessment (20 marks)	Month 1
10	Wk 5 — Sun	Export Order Scrutiny 15-Point Checklist Execution Export Contract Dispute Resolution	Month 1
11	Wk 6 — Sat	Commercial Invoice Packing List Certificate of Origin Inspection Certificate	Month 2
12	Wk 6 — Sun	Bill of Lading (All Types) Airway Bill Shipping Bill Types GST on Exports LUT Filing	Month 2
13	Wk 7 — Sat	Letter of Credit — Mechanism, Parties, Types UCP 600 LC Lifecycle Step by Step	Month 2
14	Wk 7 — Sun	Documents on Collection (D/P & D/A) LC Discrepancies Negotiation Process Assignment #3	Month 2
15	Wk 8 — Sat	Export Costing Fixed/Variable/Marginal Cost 14-Component Cost Sheet Break-Even Analysis	Month 2
16	Wk 8 — Sun	Incoterms 2020 Deep Dive — All 11 Terms Conversion Exercises Pricing Problems	Month 2
17	Wk 9 — Sat	Pre-Shipment Finance Packing Credit (Rupee & Foreign Currency) Working Capital Cycle	Month 2
18	Wk 9 — Sun	Post-Shipment Finance ECGC Schemes Factoring Forfaiting EXIM Bank Assignment #4	Month 2
19	Wk 10 — Sat	Export Customs Clearance ICEGATE Shipping Bill Filing LEO CHA Role Duty Drawback	Month 2
20	Wk 10 — Sun	FEMA Provisions Current/Capital Account EEFC Forex Hedging Tools Month 2 Assessment	Month 2
21	Wk 11 — Sat	Import Management — Definitions Why Nations Import ITC-HS Schedule 1 Policy Categories	Month 3

22	Wk 11 — Sun	Import Procedures — 10-Step Lifecycle Import LC Buyers Credit Trade Credit FEMA	Month 3
23	Wk 12 — Sat	Customs Act 1962 Customs Tariff Act Bill of Entry (3 Types) ICEGATE Filing Green/Red Channel	Month 3
24	Wk 12 — Sun	Customs Valuation Duty Exemption Schemes RoDTEP Baggage Rules Assignment #5	Month 3
25	Wk 13 — Sat	Foreign Trade Policy EPCG SEZ EOU/EHTP/STP Deemed Exports Status Holders	Month 3
26	Wk 13 — Sun	Shipping & Logistics Modes of Transport Containerisation FCL/LCL CFS/ICD Chartering	Month 3
27	Wk 14 — Sat	3PL Freight Forwarder NVOCC Port Operations VTMS Freight Types IT in Logistics	Month 3
28	Wk 14 — Sun	Cargo Insurance ICC Clause A/B/C War Risk Premium Calculation Claims Assignment #6	Month 3
29	Wk 15 — Sat	Risk Management Framework Five Pillar Strategy Price Positioning Export Strategy Design	Month 3
30	Wk 15 — Sun	Final Assessment (30 marks) Project Presentations Career Pathways Certification	Month 3