

# Bhatia Export Training & Consultancy

(Registered with Government of India Ministry of Commerce & Industries)

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We provide Training and Consultancy in the field of Export Import. Our faculty Mr. Jagdish Bhatia has **45+ years of experience** in Export-Import. He has trained over 10,000 students, and provided consultancy to 50+ corporates / proprietors.

Our offerings are:

- a. **Offline** Course
- b. **Online** course
- c. Corporate training
- d. Distance Learning (learn at your own pace with recorded videos + doubt solving)
- e. Export Import Consultancy services.

We can provide training in English, Hindi and Gujarati.

## Our Distinguishing Features

1. Our goal is to create learned exporters, by provide step-by-step practical training
2. Our promise: **We do not take more than 5 participants per batch**, so that we can focus & give justice to ensure your personal satisfaction
3. Most experienced faculty having coaching as well as practical experience. Received multiple Best Faculty awards. **Rated 4.9 / 5 with 400+ Google reviews**
4. Lifetime free help after the course, with practical solutions to clarify your queries
5. Complete guide eBook on Export-Import, Course material (PPTs) will be given
6. **Certificate**: We are registered with the Government of India, Ministry of Commerce

## Faculty Profile

Mr. Bhatia has worked with:

- a) Standard Chartered Bank, Dubai
- b) HDFC Bank Ltd., Ahmedabad
- c) Gujarat Chamber of Commerce & Industries

He has delivered lectures and continues to do so with:

- 1) Gujarat University - H K College of Professional Management
- 2) Bombay & Gujarat Chamber of Commences
- 3) FIEO – Federation of Indian Exporter Organisation
- 4) Engineering & Plastic Export Promotion Councils
- 5) MSME – Micro Small & Medium Enterprises
- 6) EDII – Entrepreneurship Development Institute of India
- 7) CED – Centre for Entrepreneurship Development
- 8) AMA – Ahmedabad Management Association

## Course Content

No.	Description
1	What is Export, Opportunities, Local & int'l bodies, Export Import Procedure, Types of Containers, FCL / LCL & packaging, HS / ITC code
2	How to find Product, get <b>Export-Import Data</b> of all countries, Market & find <b>Genuine Buyers &amp; Suppliers</b> (Online / Offline Marketing)
3	Letter of Credit ( <b>L/C</b> ) - Bank Guarantee
4	Export Import <b>Costing</b> , INCOTERMS-2020, Ex-works, FOB, CFR, CIF, etc.
5	Company registration procedure & IEC <b>Import Export License</b> application
6	How to send Samples & How to make Export Import Contract
7	International Payment Terms Advance, L/C Bank Guarantee at sight, credit period, Collection CAD, D/A
8	<b>IGST &amp; Custom</b> Clearance Procedure & Pre shipment documents
9	Post Shipment documents, Certificate of Origin, GSP, Inspection, Insurance, Bill of lading, Airway bill
10	<b>Government Benefits &amp; Incentives</b> - MEIS, Duty drawback, EPCG, Advance Authorisation, RoDTEP
11	Export Credit Guarantee Corporation (ECGC), <b>Payment Guarantee</b>
12	<b>Marine Insurance</b>
13	Import procedure, Import Duty calculation, Custom Clearance & Documentation
14	Foreign Exchange Risk Management INR-USD \$ Rate control management
15	Revision, Questions & Answers

### What you will learn?

1. How to register your company? (You can do from your home address also)
2. How to take out Import Export License?
3. How to get Genuine Buyers and suppliers?
4. What Product & where to Export-Import?
5. How to talk to the buyer?
6. If the buyer doesn't pay, how to get payment from the Government of India?
7. What benefits we are getting from the Government?
8. How to do Export costing and prepare a contract?
9. What are the best & safe International payment Terms?
10. How goods are going from our place to the buyer's place?
11. How custom clearance is done?
12. What are the documents required?

13. What if my cargo is damaged?
14. How to cover the risk of US\$ currency fluctuation?
15. What are International and domestic rules & regulations for export import?
16. How to get finance from Banks and the Government for export?

### Our Stories



**Personalized Training for a batch of 3 students**



**Training for a batch of 120 students**



**GCCI Export Import Desk**



**Japan Desk for SMEs**



**Training Session at Gujarat Chamber**



**Session at Bombay Chamber of Commerce**



**H K Center for Professional Training, Guj. Univ.**



**Session with MSME**



**Session with FIEO**



**EXIM Course at EDII (Entrepreneurship Dev. Inst. India)**



**Online session at Centre for Entrepreneurship Dev.**



**Session at Indo German Tool Room**



**Session at Plastic Exp. Promotion Council**



**Interview at GSTV**

**CICU**  
CHAMBER OF INDUSTRIAL & COMMERCIAL UNDERTAKINGS

ENROLL FOR 5 Days  
CERTIFIED COURSE ON

**EXPORT**  
**IMPORT**

**IMPORT EXPORT DOCUMENTATION**  
(Become Import Export Expert in a Week)

Expert Faculty

Mr. Jagdish Bhatia  
Bhatia Export Training & Consultancy

**Topics Covered**

- What is Export, Opportunities, Local & int'l bodies, Export Import Procedure, Types of Containers, FCL/LCL & packaging, HS CODE
- International Payment Terms
- Incoterms-2020 Export Costing
- Company registration procedure and IEC application
- How to send sample & how to make Export Import Contract
- Letter of Credit
- IGST & Custom Clearance Procedure & Pre shipment documents
- Post Shipment documents
- Government Incentives
- ECGC Export Credit Guarantee corporation of India
- Marine Insurance
- Import procedure & documentation
- Foreign Exchange risk Management
- How to find Product, market & genuine buyers
- Revision, Questions & answers

**Start From**  
**Sep 21, 2020**  
**2:30 PM to 4:30 PM**

**ONLINE PLATFORM**

For More Information/Registration, Please Contact  
Mr. Sarabjeet Singh, M: 8872-899992, E: info1@cicuindia.org, cicu@cicuindia.org

*Online EXIM Course for members of Chamber of Industrial & Commercial Undertakings (CICU), Ludhiana*

### Frequently asked questions (FAQs)

1. Who can export?  
Anyone can export regardless of race, gender and age.
2. Can I export if I don't have money?  
You can export services and e-commerce.
3. Can I export if I my English is not good?  
Only basic level of English is required.
4. How do I find time? I don't have time ...  
You can do it anytime. Half the world is open when we are closed, 1/3 (33%) of the world's countries are open on Sundays.
5. What can I export?  
You can export whatever you wish, rules are uniform across products.
6. Will I get support after the course if I get stuck?  
You will receive lifetime assistance, along with certificate and course material.
7. How much funds are required to start exporting?  
The basic requirement is to have a PAN card, bank account, import-export license (Rs. 500 only), Computer / laptop and internet connection. You can use your home address for registration. Fund requirement is based on the product, you don't need to spend anything else for service exports.

Bhatia Export Training and Consultancy,  
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