



DIPLOMA IN EXPORT TRADE FINANCE

Course Description

The program will enable the students to demonstrate practical knowledge and understanding of complex issues relating to international trade products. It is ideal for people who are new to export, as well as experienced export companies because it will provide successful experts with a thorough grounding in the key areas of foreign trade.

The basic objective of this course is to provide a steady stream of competent men and women with the necessary knowledge, skills and foundations for acquiring a wide range of rewarding careers into the rapidly expanding world of Import & Export Management. It is designed to provide all the knowledge, tools and techniques necessary to manage all the technical aspects related to foreign trade.

Objectives

- To understand the nature of exporting and the difficulties that may arise.
- To know different types of documents used in foreign trade, which documents are usually required by customs, the requirements for various documents and how to fill in these documents correctly.
- To learn about the responsibilities of the exporter and importer under Incoterms 2010 and how Incoterms are used in international trade transactions.
- To understand the role of the World Customs Organization and the World Trade Organization.
- To understand the dynamics of export business finance options and structured trade finance.
- To know the various methods of payments used in international trade and outlining their differences, advantages and disadvantages both for the importer and the exporter.
- To know what Documentary collections are and how they work.
- To understand the importance of Documentary credits in international trade and how a Documentary credit works and the obligations of the parties involved.
- To explore the various options of both pre and post export finance.
- To understand the fundamentals of international marketing and export markets entry strategies.
- To know the different types of bonds and guarantees and how they operate.
- To understand the different methods of managing exchange and country risk.
- To understand quality control in export of Agricultural commodities, Solid minerals and Finished goods.
- To learn about how international contracts are used in international trade transactions.
- To know how to set up and run an Export Department.

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1st Semester Course

Course code	Course title	Credit unit
ETF 101	Preparations and Introduction to Export Business	3
ETF 102	People & Parties in International Trade	3
ETF 103	Purchase Orders and Contracts in International Trade	3
ETF 104	Global marketing strategy	3
ETF 105	Entrepreneurship and innovation development strategy	3
ETF 106	Strategic marketing	3
ETF 107	Statistics for export management	3

2nd Semester Course

Course code	Course title	Credit unit
ETF 108	International Business Environment	3
ETF 109	Insurance And Inspection In Foreign Trade	3
ETF 110	International supply chain management	3
ETF 111	Procedure and practice in export – import management	3
ETF 112	Project work	6