

# Exporters, importers get a multiple tips

The Federation of Indian Export Organizations and Chinmaya Institute of Management jointly organized a "Two days Workshop on International Trade Payment System for Exports and Imports" at Bangalore from 24-25 March, 2010.

While inaugurating the workshop, Mr H.V. Vasuki, Director, Chinmaya Institute of Management introduced the participants with the international trade payments system, Mr V. Srinivasan, Joint Director, FIEO (BLR) informed them about the overall activities of FIEO and gave specific details about the Made in India Show (India Sourcing Fair) at Dubai from June 8-10, 2010.

Mr Balachandra Bose, Senior Manager (Retired) from Indian Bank – Overseas Branch, Bangalore was the

faculty member on 24 March and Mr K. Gurumurthy, Chief Manager, Indian Bank – Service Branch, Bangalore was the faculty on 25 March. The topics covered by them were:

- Introduction to Export Management, Export Strategy for markets and products
- Selection of Export Market and Product strategies
- Negotiation techniques with overseas buyers
- Export pricing, individual presentation, business correspondence.
- How to start export business – statutory requirements
- Incentives & benefits for exporters and importers under Foreign Trade Policy
- Letters of credit from an integral part of International Trade
- Export procedures and documen-

tation and INCOTERMS

- Documentary Letters of Credit and Documentary Drafts
- Documentary Collection (Draft), and Documentary Drafts
- Open Account, and Other Payment Mechanisms
- Concepts, Definition, Parties, & Different types of Letters of Credit
- Confirmation and amendments of Letter of Credit
- Elements of Export-Import Contract and their implications on Letter of Credit
- Legal implications governing Letter of Credit
- New rules and issues covered under various articles of UCP 600 to avoid payment risk under letter of credit.
- Tips for making Letter of Credit user friendly. ■



FIEO Invites Participation in

## 41<sup>ST</sup> HOUSE AND GIFT FAIR, SOUTH AMERICA

from 14th to 17th August 2010 at Sao Paulo, Brazil

### HIGHLIGHTS

- This is a B2B event.
- Biggest housewares B2B fair in Latin America.
- 2009 edition had 70,000 sq mtrs, 1000 exhibitors with 300 international exhibitors.
- 49,000 professional buyers from 59 countries visited the 2009 edition.

### EXHIBITORS PROFILE

- Home Textiles
- Handicrafts
- Tableware, kitchen utensils
- Electrical Products
- Lifestyle Products
- Gift items.

**MDA is available to eligible participants as per the MDA guidelines**

For more details, please contact:

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