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In the era of 21 Century, everyone is finding the level where they want to work in smart way and Industries are a need of strategic candidates who can manage and can be driven by thinking among the senior management for which Export and Import Professional Training programs could be one of the essential and for this, they need to get train in right way. Where right candidate can get practical knowledge which are useful in the Industries. But question is that, where is this kind of institutes???

Welcome to LIME Export Import Institute Pvt. Ltd. of Professional Training. LIME is a Leading Institute for Professional Training based at Gujarat, India. Lime is Only Institute which is provide Professional training like Export Import and International Business Management. These professional courses are available in Diploma, Certifications and Vocational. LIME has achieved top level in the area of International Business Training. LIME has trained 2000++ Business professional in the region of Gujarat and India.

This Program is specially designed for Entrepreneurs, Corporates, Industrialist, Manufacturer, Traders, Employees, Students and people who are interested to Start Export-Import Business.



All team members are from field and they are sharing their live experience. We are dedicated to deliver 110% and take your business/ career to the new heights.



Talent wins games, but teamwork and intelligence wins championships.



India is a great trading community. Flourishing during the Mughal rule and then dwindling to non-existence by the end of the eighteenth century. Trade is a very important measure and mean for promoting the economic growth and development of a nation. Trade in India, has steadily widened, with the country opening up its economy to the world.

Today, India is fast emerging as a global leader, what with its vast, natural resources and huge base of skilled manpower. Combined with cutting edge technology, Indian trade market is making its presence felt all across the world. Indian products and services are seen as of international standards and globally competitive. Trade in India has made good progress on liberalizing trade regimes and cutting tariffs since the recent times, when most of the countries started with reforms. You have just come to the best resource to understand the trade in India. Get ready for your introduction to Indian trade market.



- ✓ Overview, Glossary of Global Trade Services, International Trading System
- > Make In India: Why, Who, What and Where
- ✓ Framework of Export-Import Policy: FTP & Handbook of Procedures
- > ITC (HS Harmonized System) Classification of Export-Import Items. Export-Import Policies.
- International Institutions and their role in trade development: ICC, WTO, IMF, World Bank, ITC, Centre for Promotion of Imports from Developing Countries (CBI), Major Trading Blocks like European Union
- > Formation of Export Firm: Business Registration, PAN, GST, Bank A/c, IEC, Customs, RCMC, Other Licences
- Practical: How to start Business and It's Legal Procedures





Market Development : Product Analysis, Market Selection & How to Search Potential Buyers ???

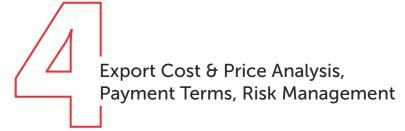
- ✓ Internet Basics: Potential in International Trade, Market Research and Foreign Trade Statistics
- Product Selection, Market Selection, Export Promotional Council, Importance of Trade Association
- ✓ Identifying Buyers : Offline, Online, Trade Agent
- ← Best Sources for Market Development: Publications, Posting Offers, Public Data
- > Products, Markets, Country Identification
- Logistics of Export Marketing, Marketing Cycle, Domestic and Export Marketing Plan
- Market Penetration Strategy: Trade Fairs, Business Trips, Opening Overseas Offices, Corp. Agent, Channel Decision, etc Consumer Behaviour and Cultural Aspects: SCM, Business Comm.,
- Negotiation Skills, Approaching Skills, etc.
- > Practical: How To Search Potential Buyers Through Offline & Online???



Digital Marketing: Google, Website and Online Social Network

- Introduction: Search Engines
- > Introduction to use of Internet Search Tools in Effective Way
- Effective Use of Search Engines: Google, Bing, etc.
- > Product Identification: Internet, Web, E-mail Marketing, Practical Surfing, etc.
- Product / Page Branding: Facebook, YouTube, Twitter, Blogs, LinkedIn, etc.
- > Internet Search Tools: Live Touch, Live Support
- Website and other Web Media
- Practical: How To Make Presence Through Digital Marketing & Online Social Media ???



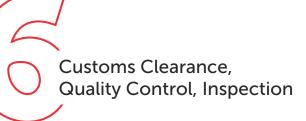


- Export Pricing and Costing: Export Pricing Worksheet, Price Negotiation Strategies
- > Export Price Factors: Frequency of Purchase, Credit Offered, Quality and Price
- ✓ INCOTERM Calculate Cost, Price Quotations, EXW, FAS, FOB, CNF/CFR, CIF, CIP, CPT, DAT, DDU, DDP, etc.
- ← Export Goods: Packing and Labelling, International Packing Standards & Symbols, Environmental Regulations
- > Payment Terms: Advance, Direct Payment (D/P), Collection (D/A), Letter of Credit (L/C), Bank Guarantee (BG)
- > Letters of Credit: Irrevocable / Confirmed / Back to Back / Revolving / Transferable / Stand by L/C, Other types.
- Marine Risks and Insurance Policy: Cargo Clauses War Clauses, Strike Clauses
- > Credit Risk Guarantor: ECGC and it's Rule and Policies
- Managing Risks: Credit Risk Insurance, Cargo Insurance, Product Liability Insurance, etc.
- ← Foreign Exchange Risk Management: Forward Contract, Futures and Options, EEFC
- > Practical: How To Calculate Cost and Price Through Worksheet & Other Practical Aspects





- ✓ Samples: Export & Import by Courier & Post, Tips on Courier companies
- > Export Documents: Commercial & Regulatory Documents.
- Export Pre-shipment Documentation: Sales/Purchase Contract, Proforma Invoice, Commercial Invoice, Packing List, Consolidated Weight List, Fumigation, Phytosanitary Certificate, VGM, Annexure, E-Way Bill, etc.
- > Export Post-shipment Documentation: Bill of Lading, Bill of Exchange (Draft), Certificate of Origin, Shipping Bill, SDF, GSP, FTAs Certificate, etc.
- Adhoc Documents: Telex, Undertaking, Debit/Credit Note, Annexure, etc.
- > Filling of Documentations: Computerised and Manually
- Practical: Preparing Documentations by Practical & Digitally



- Quality Control and Pre-Shipment Inspection Procedures
- > Pre-shipment Inspection of Export Goods by Inspection Agencies, Sanitary & Phytosanitary Inspection, EIC Export Inspection Council of India, Mandatory Inspections.
- Factory Stuffing, Self Sealing, Dock / Port Stuffing, ICD Stuffing
- > CHA: Role of Customs House Agent
- Shipping Agents: Filing of Shipping Bill at Sea Port/Air Port/ ICD/ CFS/Land Customs Stations.
- > Examination of Export Goods by Customs, Loading the cargo on the Vessel/Air Craft
- Shut Out, Short Out Shipments, Transhipment, Partial Shipment, Short Shipments.
- > First Shipment Process and Preparations
- Practical: Customs Clearance Process, Inspection Procedures



Containers, Vessel Types and Shipping Process
(By Sea / By Air / By Road)

- ← Containers: FCL, LCL, etc.
- > Container Booking, Shipment Schedule, Vessel Sailing, etc.
- Containers Types, Capacity, Loads, etc.
- > Shipment: Partial, Transhipment, etc
- Ship / Vessel Types
- Terminal, Container Freight Station, Jetty, Ware Houses, etc.
- > Port Management, Port Operations, Videos, etc.
- Practical: Shipment, Terminal, Shipping Process Through By Sea / Air / Road



- > Export Facilities and Incentives: Duty Drawback, Market Access Initiative, Market Development Assistance.
- Status Holder Recognition: Star Export House
- > RODTEP: Remissions of Duties and Taxes on Exported Products
- ∢ ROSCTL: Rebate of State and Central Taxes and Levies
- > MDA: Market Development Assistance
- MAI: Market Access Initiative
- > TMA: Transport Marketing Assistance
- Practical: How to Obtain Export Promotional Benefits and It's Procedure



- > Introduction: Import and Procedures
- Import Charges, Duty Calculation, Import Strategies, etc.
- Drawback Exemption & Remission Schemes: Advance Authorization, DFIA, EPCG
- Import Policy: Procedure and Documentations, Custom Tariff and Duties, Import Pricing
- > DEEC: Duty Exemption Entitlement Certificate : Advance Licences and Other Import Policies (Basic)
- > DFIA: Duty Free Import Authorization (Basic)
- ← EPCG: Export Promotional Capital Goods (Basic)
- Practical: How To Search Suppliers & Obtain Import Promotional Benefits and Procedure



- > FEMA: Rules for Export of Goods and Services
- ← Role of Banking in Exports & Imports
- > RBI: Guidelines for Export & Import
- Pre-Shipment Finance: EPC, PCFC, FCTL
- > Post-Shipment Finance: Bill Discount
- > EEFC A/c, Foreign Exchange Facilities
- Trade Discount, Reduction in Invoice Value
- > Resale to Other Buyers, Overdue Export Bills
- Practical: Availing Forex Facilities and To Know FEMA/RBI Guidelines

- International Business Communication
- > Introduction and Overview
- **←** E-Mail Formats, E-Mail Practice
- > Business Correspondence (How to Convince Buyers/Sellers & Convert into Trade Execution)
- How to Reply / Negotiation / Conversation???
- > Telecommunication through Audio Recording
- International Call Tools / Mobile Applications
- > Practical: E-Mail Practice, How To Convince & Convert Into Trade???

B2B: Business to Business, B2C: Business to Customer, E-Commerce (Online Selling)

- > Introduction and Overview & Players in B2B & B2C (E-Commerce Business)
- ◀ B2B: Effective Way Business Through B2B Portals
- > B2B: List of Portals India & Other Countries
- ◀ B2B: List of Portals Industries / Sectors Wise
- > B2B & B2C: Registration Procedures and Charges, Etc.
- ← B2C: Players in E-Commerce Business: Amazon, Flipkart, Snapdeal, Ebay, etc.
- > B2C: Entry and Process of E-Commerce Business: Registration of Sellers, Charges, Payment Terms, etc.
- ◀ B2C: Important Points: how to make more sales...?
- > B2C: Making a Profitable Business in Online
- Practical: How To Start Online Selling and International Business Through B2B Portals

- Exporter and Entrepreneurship Development Program-1
- > Business Basics: Who is Entrepreneur???
- MSME Business Planning, Possibility, Pre-screening
- > MSME Schemes by Govt. of India
- Selection of Business: Skills and Standards (Business Model)
- > List of Agencies: To be Help in Business
- > Business Formation: Start Up
- Key Skills of Business Success: Vision, Values and Strategy
- > Product Selection & Market Analysis (Market Research)
- Business Management



- > Capital: Fixed and Working
- Financial Management: Resource and Application
- > Understanding of Product Cost and Price Analysis
- Marketing Management: Sales, Branding, Advertising, etc.
- > Key Skills of Super Sales and Purchase or Procurement Steps
- Human Resource Management and Taxation
- > GST: Return Filling, IGST Reverse Charge Mechanism
- Intellectual Property: Trade Mark, Rights, Patents, etc.

OPPORTUNITIES

AFTER TRAINING



Merchant Exporter & Importer



Manufacturer exporter



Logistics Business



International Marketing



Export-Import Documentation



Air Lines (Air Cargo)



Bank (Foreign Trade Department)



Marine Insurance Business



Corporate Agent/ International Broker



Consultant : Export & Import



E-Commerce Business



International Business Tour, Exhibition, Events



Freight Forwarding



Digital Marketing Business



Forex Business



Custom House Agent (CHA)



Cold Storage & Warehouse for Exprot-Import



Fumigation Business



International Courier Service





INTERNATIONAL

EXHIBITIONS & BUSINESS TOUR













INDUSTRIAL

VISIT













PORT VISIT

& GET TOGETHER























































































































Javdeep Morsana





















Manish Pragda











Nevil Adroja





Milan Lavadiya









Thatavarthi Kiran Opher mazagaonkar Paresh Dholariya



Parin Donga













Parth Dobariya

















Pratik Sagapariya

















Jaydip Rank

























































Anish Rajani











Bhavin Jalariya



Bhushan Parekh



Chintan Gorasiva



Chintan Satodiva



























Hassan Lakkadwala



















Krunal Raivani











































Mahir Kansara











































































































































Manepalli Latha









Shyam Bhalala



Pradip Kalkani



Manojkumar Nethala



Bhavya Bhesdadiya





Meet Sorathiya Hitesh Parmar



Mayur Gondaliya











Rashmin Viradiya

































Pratik Mangroliya





















Sagar Thumar















































































Muffadal Kapasi



Laxit Gautam



















Shivam Kamani



Sahil Nadpara









Vishal Parsana



Kripal Veiapara





Bhargay Vasdadiya





Dhruv Patoliya

Pradeep Raja



Lakshmi Pauani

Hema Likitha



Ranjith Kumar



Dharmarajsinh Barad



Pavankumar



Dishant Nasit















Chirag Vaja



















Rohan Asodariya



Kevin Parsana



Krunal Rabadiya









































































































































































PARTNER



Nova Technocast



Captain Poly Plast



Dhaval Agri



DML Group



Sega Ceramic



Sisam Granito



Livenza Ceramic



Jairam Strap



Echjay Industries



Muscat Polymers



Accord Ceramic



Simpolo Ceramic



Varmora Ceramic



Motto Ceramic



Spel Granito



Rey Ceramic



Simbel Ceramic



Admin Vitrified



Priva Laminate



Millennium Ceramic



Pan Agri



Jaydeep Cotton



Imperial World Trade



Uday Gold



Sun Corporation



Inkera



Raj Export



Lezora Ceramic



Lemozon Ceramic



Jet Granito



Zealtop Ceramic



Itaca Ceramic



Valenza Ceramic



Bon Engineering



Khedut Orni



Jolly Spinning



Mark Well Spining



Range Ceramic



Define Overseas



New India Dehydration



B.K. Dehy Foods



Bhakti Food



Intricast Group



Action Kitchenware



Ankur Kitchenware



Butterfly Kitchenware



Sagar Polymer



Tocco Ceramic



Almighty Export



Teraflow Engineering



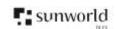
Varsha Industries



Amul Industries



Jalaram Agri



Sunworld Tiles



Rachana Seeds

PARTNER



Akshay Bearings



Anusha Import Export



Montelo Ceramic



Lioli Ceramics



Oscar Polypack



Eagle Export



Neelkanth Pulp & Paper Boards



Jay Jalaram Industries



Somnath Paper Mil



Flavour Granito



Dunexo Ceramic



Metro Technopack



Golden white Industries



Tinytech Plants



Silver Engineering



Vrg Energy



Invictus Polypack



Neon Cable Pvt. Ltd.



Captain Agri Machinery Exim



Senso Food



Gold Cera International



Neora Overseas



Sunheart Tiles



Gujarat Packaging



Welcome Ceramic



Agrimax International



Girnar Industries



Angel Spinning



Prashant Casting



Jyoti CNC



Samsara Shipping



Mac Power CNC



Shaktiman Rotavaters



Falcon Pumps



Radheshyam Spinning



National Kitchenware



Ghanshyam Industries



Akshar Brass



Shree Mahavir Metalcraft



Shriji Shipping



Adani Ports



Velji Dosabhai & Sons.



Aquant Water



Vibgyor Agro



Gandhi Spices Pvt. Ltd.



Adani Food



Bhumi Polymers



Greenply Industries



Dolphin Poly Plast Pvt. Ltd.



Goldcoin Ceramic







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Siroya Engineering Works



Crossword Agro Industries



PARTNER



Access Bharat Overseas



Acumen Lifesciences



Agrosia Overseas



Amul



Anand Enterprise inc.







Annapushti Enterprise Pvt. Ltd.



Khedut Solvex Pvt. Ltd.





Brilliant Export & Import



Brothers Import Export



colortile

Colortile Ceramics



Concord Overseas



Delfina Ceramic

Devi Export

Devi Export



Dhanraj Enterprise



Dharmang Commodities





Diya Exports



DNR Agri Exports



Dunexo Ceramics



Eminet Overseas



Exago



Exotica Ceramics



Exports Unlimited



Farm King Spices & pulses



Fashion Ceramic



Fresco Plus Ceramic Pvt. Ltd.



Fuletra Agro Food



Gemini Exports



GJ Global



Gopal Namkeen



Gress Ceramica Greta Tiles





Gujarat Peanut



Gulab Oils



HDL Health Matters



Hexa Ceramic



Hi-Spin Industries



HPI



IBIS Marble



Imperus Ceramic



J.B. Overseas



Jkay Foods



JVN Agro Foods



Kalki Ventures



Karpasa Export Pvt. Ltd.



Kich



Koyo Granito













Lexo Ceramic



Liva Sanitary

PARTNER



Lovato Ceramic



Lycos Ceramic



M.G. Fruits



Mittal Exports



Tanisi Incorporation



Nirmal's



NTH Level Exporter



Oman Cargo Mover



Palvi Industries Limited



Patel Export Company



Portorb Exim



Prime Enterprise



Realish Agritech



Riya Impex



S.K. Agency



Laxmi Hi Tech



Silventa Ceramic



Star Group



Thakarshi Tea



Trinity Shipping



Vansh Logistics



Varsani Impex



VTAR



Wiptech Peripherals



Fishfa Rubbers Ltd.



Pixon Energy Limited



Barter International



Sairam Cera International



Mehta International



Udaan Garuda



Gopi Group



Patel Brass Works



Annapurna Foods Pvt. Ltd.



Thakkar Exim



Spice Nest



Pacific Overseas



Mukti Overseas



Nasa Ceramic



Exponix Overseas



Lalan Agri Exports



Anirved Industries



Indiware Impex



Woofe Handicraft



Rajan Techno Cast Pvt. Ltd.



Shufalam Crop Science



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