



# IMPORT EXPORT AND SHIPPING MANAGEMENT

**Date & Venue:**

19 January 2017 Royal Palm Golf Club Lahore  
25 January 2016 Movenpick Hotel Karachi

▶ **Workshop Investment:**

PKR 18,500/-

▶ **Timings:** 9:00 am to 5:30 pm



Course Facilitator:

**Obaid Iqbal**

## COURSE OVERVIEW

- How to start an Import Export Business
- Pre requisite Documents for Import and Export Business
- Documentation Process in Import and Export
- What are Inco terms?
- What is Payment Term?
- What is LC and types of LCs?
- Import Policy
- Export Policy
- UCP 600
- URR
- URC
- Freight Forwarding
- Role of Chamber of Commerce
- Role of Trade Development Authority
- SROs
- Tariff
- Valuation

# COURSE CONTENT:

## IMPORT:

1. Understanding of Import procedure and requirement to become an importer.
2. Pre costing VS Post costing
3. Cost saving strategy for import
4. SRO and FTA benefits
5. Assessment and valuation procedure
6. Manufacturing bond and private bond and its benefits
7. How to open an LC and what are the measures to be taken at the time of LC opening
8. IFDBC procedure
9. How to get benefit from –DTRE- duty and tax remission for export\
10. What is freight forwarding and how it is beneficial in import
11. CBM calculation to select the right kind of transportation
12. Industry analysis through import data and evidences
13. Custom Tariff and HS code understanding
14. Import banned items and negative item list understanding
15. Brief information of books for import and export professional

## EXPORT

1. International Commercial Terms (INCOTERMS 2000)
2. Payment Terms
3. Types of Letter of Credit
4. Types of Bill of Lading and its Functions
5. How to file an Electronic E-Form
6. Buyer searching techniques in international market
7. Rebate application procedure
8. Complete export documentation with practical example
9. What is UCP 600, URR and URC
10. Brief introduction about brand management
11. Types of containers and vessels
12. Forward booking
13. Role of Excel and ERP in Import/Export Management
14. Export and off shore financing, a brief INTRO
15. Custom examination process

## COURSE AGENDA:

To briefly discuss about Import Export Procedures according to the international standards and under the scenario of Business in Pakistan.

### ► Course Benefit:

- Enable a company to protect from risk in Import and Export Business.
- Enable a company to save huge amount of expenses under the law.
- Enable an employee to become a good planner.
- Enable an Entrepreneur to Run Business without any hurdle.
- Ultimately prepare an ideal Import and Export Manager for the companies.
- Self-Based Study to strong knowledge of employees and help them to not rely on others.
- Time saving in importing the material to reach customer satisfaction.
- On time deliveries of Export Shipment to become competitive in the world market.

### ► Who Should Attend?

- Import Export Managers.
- Junior Level Staff in Import and Export Department
- New Comers in Import Export.
- Entrepreneurs

## METHODOLOGY

Phase I  
Introduction to Import and Export Business

Phase II  
Theory Based Discussion

Phase III  
Experience Based Discussion

Phase IV  
Practical Examples

Phase V  
WEBOC E Learning to streamline your Import and Export Shipments

## PRACTICAL IN SESSION

- A Comprehensive practical will be performed for a consignment importing from supplier/vendor from any country till delivery to warehouse in Pakistan.
- Another practical on will be carried out to export of a consignment from Karachi to any port of destination and its documentation.

## COURSE MATERIAL

- A comprehensive book shall be distributed for the whole course of import export management.
- A brief dictionary will be offered for import and export specific terms.
- Photocopies of front page for all import and export professional books shall be included with course material. Photocopies of negative and banned items list will be included for understanding.



Course Facilitator:

## Obaid Iqbal

Obaid Iqbal is youngest trainer of Import and Export Management, serving since last 15 years to diversified industries pertaining to Textile, Confectionery, Trading and other Manufacturing companies in the scope of Import, Export and Supply Chain Management. Cost Saving is the core competency of our trainer which gives company representative an opportunity to grow in their organization.

He has done his Master's in Supply Chain Management and currently doing CSCP and ACCA, having knowledge of latest rules of UCP 600, URR, URC, SROs, Pakistan Custom, Tariff, DTRE, Rebate, Manufacturing Bond, FBR and State Bank of Pakistan. As well as thorough knowledge of Weboc Electronic System of Pakistan Customs and could be able to prepare a person to do self-clearance.

With diversified industries cases' experience in hand, he is capable to resolve queries and difficulties in Import, Export and Shipping Management.

So far he has trained lot of entrepreneurs and professionals in local and multinational companies where companies are getting benefits from their employees after training.

The cost saving is his core competency in Import, Export and Shipping Management through which companies have earned huge amount of profits.

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For registration(s) send us your Participants Name,  
Designation email, address & cell numbers  
Also please provide us organization's NTN #

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### Quickbiz Cancellation Policy:

Substitutions are welcome. cancellation must be confirmed by email. For Cancellation made in the 05 working days to the workshop, no refunds will be given.