



**VJ**

**WE ARE  
VJ EXPORTS MASTERY**

**Exporting, Importing,  
International Trading,  
learning and  
development for  
companies  
worldwide.**

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**VJ**

# Exports Imports Training Programs

**VJ EXPORTS MASTERY**

# ABOUT

## VJ EXPORTS MASTERY TRAINING PROGRAMS

VJ Exports Mastery is a leading provider of Global Business Education, Exports - Imports Training and Mentoring solutions worldwide. Here is a list of our most popular training programs related to exports, imports, global business and online exporting.

**Over 30 years of experience delivering training and solutions to work for your organization.**

[eBizee.com/about](http://eBizee.com/about)

## All About Setting Up Exports Business in India

Topics Covered: (Program Duration - 3 days)

- How to setup exports company in India
- Obtaining IEC no
- Benefiting from GOI promotion schemes
- Learn what skills you require for running successful exports business
- How to setup online exports business from India?
- How to receive international payments?
- Learn about major exports documents.

## Learn How to setup online exports store instantly

Covers step by step method of creating your online exports store on popular International online market places.

Duration of the program - 1 day

## Learn How to Manage All Exports Related Risks

This program is a comprehensive program covering nature and instances of all kinds of exports related risks like

- Currency Risks
- Transportation Risks
- L/C Risks
- Commercial Risks
- Operational Risks
- Documentation Risks

Program Duration - 2 days

## HOW TO BOOST YOUR EXPORTS USING AMAZON FBA SERVICE

- Step by step method to register on Amazon
- How to list your products
- How to ship goods internationally
- Using Amazon FBA services to boost exports business both B2B and B2C
- Case studies of successful Indian exporters on Amazon.
- Managing costs and pricing goods on Amazon for global sales

Program Duration - 2days

## Target Audience

Target audience for all programs:

- Working Professionals
- Business Owners
- Management/Business Students
- Management Faculty Members
- Senior Managers
- Digital Marketing Professionals

## Complete Exports Documentation & Procedure

### For Exports From India

Topics Covered:

- Complete exports documentation
- All pre shipment and post shipment documents
- Understanding exports contract
- Understanding INCOTERMS 2010
- Transport Documents like AWB, B/L
- Understanding Letter of Credit
- Insurance documents
- Quality documents
- Understanding complete exports procedure

Program Duration - 2 days

## Notes

- All training programs available both in virtual and 'in person' mode.
- Recommended number of participants per batch - 20
- All programs will be delivered by Dr. Vijesh Jain, Business Coach, Exports Mastery Series of Courses, UDEMY Inc.

## Understanding International Payment Systems

### Documentary Credit, L/C

Topics Covered:

- International Payment Methods
- Role of Commercial Banks
- Types of Documentary Credits
- Letter of Credit
- Types of Letter of Credit
- UCP 500/600
- L/C frauds and grey markets

Program Duration - 1 day

## International Business Environment

### For India's Exporters

Topics Covered:

- World Business Environment Post Covid 19
- Emerging international markets for India's exports
- How to sell in large markets like US and Europe Post Covid 19
- Current and future trends in world business

Program Duration - 1 day

# About The Instructor

An active business coach at UDEMY.com, an American Education Platform, with 26,000 plus online students from 160 countries, to my 8 online courses (total enrollments - 47K+).

Appx. 16 years of Industry experience and 15 years of teaching & research experience. Industry experience involved areas related to 'Global Digital Marketing', "international business management", "foreign trade consultancy" and "international market development". Worked as Director - United World School of Business, Ahemedabad and various academic positions with ITS, Ghaziabad & IILM, Gurgaon. Before that worked at senior level positions and exports and international trade with Indian and foreign companies, reporting directly to the heads of the companies. Widely and frequently traveled to various West and East European and other major countries for business development and product/market study.

Participated in various international trade fairs and studied the consumer / organizational behavior of various customers in different nations. Expert in the international marketing strategy formulation for highly technical, complex engineering products and services. Special skills in "cyber overseas marketing".

Carried out a number of international markets and export products specific studies and projects during and after academic study.

In recent years did international business coaching and training sessions for corporate clients such as J.K. Papers, Syscom Corporation, Maruti Suzuki, FCI and others. Several MDPs conducted on international trade procedures and documentation in association with NIESBUD, PHD Chamber, CII and others.

Keen researcher in the areas related to International Business, Cross cultural management, eBusiness and international migration, have more than 20 publications in international and national platform and 2 books.

Received several academic and research awards. First ever recipient of Dr. Jagdish N., Sheth Award for best PhD thesis Research, 2015 conferred by BIMTECH, Greater Noida. India's first ever recipient of prestigious certification as Global Business Professional by NASBITE, USA.