

PROGRAMME SCHEDULE :

DAY 1: August 23, 2023

3.00 pm- 3.15 pm	Inauguration and Brief Introduction about the Course		
3:15 pm – 4:45 pm	<p>TOPIC: Know your Global Business: Free Trade Agreements & Rules of Origin</p>	<p>DESCRIPTION:</p> <ul style="list-style-type: none"> ✓ Leveraging Free trade Agreements for exports ✓ Understanding Rules of Origin • Value Addition • Change in Chapter • Change in Tariff Heading • Change in Sub-Tariff Heading 	<p>FACULTY: Dr Deepankar Sinha Professor & Head – Research Division [Management], Indian Institute of Foreign Trade (IIFT), Kolkata Campus</p>
4:45 pm – 5:00 pm	BREAK		
5.00 pm – 6.30 pm	<p>TOPIC: Global Business Environment Assessment</p>	<p>DESCRIPTION:</p> <ul style="list-style-type: none"> ✓ The rise of emerging economies /BRICS ✓ Global value chain and the dominance of MNCs ✓ Climate change, oil industry and global energy revolution 	<p>FACULTY: Dr. Bibek Ray Chaudhury Professor –Economics, Indian Institute of Foreign Trade (IIFT), Kolkata Campus</p>

DAY 2: August 24, 2023

3:00 pm – 4:30 pm	<p>TOPIC: Currency Fluctuation Management</p>	<p>DESCRIPTION:</p> <ul style="list-style-type: none"> ✓ Hedging ✓ Vostro & Nostro account ✓ Rupee Trade Asian Clearing Unit 	<p>FACULTY: Dr Jayanta Kumar Seal Professor, Accounting and Finance, Indian Institute of Foreign Trade (IIFT), Kolkata</p>
4:30 pm – 4:45 pm	BREAK		
4:45 pm – 6:15 pm	<p>TOPIC: Evaluate Global Logistics Options: Logistics Innovations</p>	<p>DESCRIPTION:</p> <ul style="list-style-type: none"> ✓ Synchro modalism ✓ Physical Internet ✓ Changes in Packaging 	<p>FACULTY: Dr Deepankar Sinha Professor, Accounting</p>

- ✓ Norms to prevent damages
- ✓ Cold Chain warehousing
- ✓ Technological Shift in Material Handling Equipment
- ✓ Prevention of Package damages during voyage

**and Finance,
Indian Institute
of Foreign Trade
(IIFT), Kolkata**

DAY 3: August 25, 2023

3:00 pm – 4:30 pm

TOPIC:
**International
Logistics
Conventions**

DESCRIPTION:

- ✓ TIR Convention
- ✓ CIM
- ✓ Hague-Visby Rules
- ✓ Warsaw Conventions
- ✓ Geneva Convention - Multi-modal Transport Document

FACULTY:

Mr Subhojit Roy
Partner, Victor
Moses & Co
(Solicitors,
Advocates &
Trademark
Attorneys)

4:30 pm – 4:45 pm

BREAK

4:45 pm – 6:15 pm

TOPIC:
**Export Facilitation
Policies**

DESCRIPTION:

- ✓ Incentive Schemes
- ✓ RoDTEP
- ✓ PLI
- ✓ ZED
- ✓ MOOWR

FACULTY:

**Dr Deepankar
Sinha**
Professor &
Head - Research
Division
[Management],
Indian Institute
of Foreign Trade
(IIFT), Kolkata
Campus



FACULTY PROFILE

Dr Deepankar Sinha



- ✔ **Professor & Head – Research Division [Management], Indian Institute of Foreign Trade (IIFT), Kolkata Campus**
- ✔ **Programme Director – Centre for Trade Facilitation and Logistics [CTFL] IIFT & Member – Technical Committee – IT Infrastructure, IIFT**
- ✔ **Guest Editor – Global Supply Chain Management [Special Issue], Foreign Trade Review, Sage Pubs**
- ✔ **PhD [Industrial & System Engineering] from Indian Institute of Technology (IIT), Kharagpur, MSc [NIT – Rourkela], MBA, Diploma in Operations Research [ORSI] and Information technology.**

- ✔ **Around 33 years experience in Teaching, MDP, Research Projects, Consultancy, Planning, and Information Technology**
- ✔ **1 patent [on AI based Switching System for Customer Query Response] granted, 1 patent [Electronic Cheques System] filed, received 6 international & national awards; 3 scholars awarded PhD Degree; 4 Research Scholars pursuing PhD.**
- ✔ **Papers published in ranked International & National journals. 1 book on Global Supply Chains and Multimodal Logistics, IGI Global, USA. Authored 3 other books.**
- ✔ **Advisory services to Logistics Division [Ministry of Commerce & Industry], Bureau of Indian Standards (BIS), NITI Aayog, Ministry of Road, Shipping and Commerce, Ports, ADB, EY, GAIL, HPCL, CII, FICCI, BCC&I and others.**
- ✔ **Consultancies in the areas of International Trade Operations & Logistics, Blue Economy of India, Regulatory Framework for Road logistics, EDI, Port Operating & Community System.**
- ✔ **Trainings conducted for RIL, Tata Steel, HPCL, GAIL, NTPC, IIM Kozhikode, IIM Kolkata, FIEO, BCC&I, EEP, DGCI, TVS, Coromandel Fertilizers, OLAM International (Gabon & Nigeria) and similar. Knowledge of research methodologies include - Operations Research (OR), Systems Dynamics, Data Envelopment Analysis (DEA), SEM, Data Analytics and similar.**
- ✔ **Awards received from International Association of Ports and Harbours (IAPH), Kolkata Port Trust (KoPT), National Institute of Quality & Reliability (NIQR), Academy of International Business (AIB), IIM Lucknow, Indian Society of Training and Development (ISTD).**

FACULTY PROFILE

Dr. Bibek Ray Chaudhuri



- ✔ **Professor of Economics, Indian Institute of Foreign Trade (IIFT), Kolkata**
Dr Ray Chaudhury served the National Council of Applied Economic Research (Industry Division), New Delhi as a Consultant (From August 2003 to 1.1.2006) and worked on various projects
- ✔ **Education and Certifications: Ph.D (Economics), JNU. Visiting Research Fellow, School of Environment, Education and Development, University of Manchester, 2015**
- ✔ Started his career as a Consultant at the National Council for Applied Economic Research (NCAER), a leading Think tank in New Delhi, India. Was a Visiting Fellow at School of Environment, Education and Development (SEED), the University of Manchester, UK.
- ✔ His research interests include trade, microfinance and political marketing. Published in Journals like Journal of Business Research (Elsevier), Market Intelligence and Planning (Emerald), Journal of Political Marketing (Taylor and Francis), Journal of Industrial Statistics, Journal of Asian Business Studies (Emerald).
- ✔ Was a recipient of the prestigious “Japanese Award for Outstanding Research on Development”, conferred by Ministry of Finance, Government of Japan and Global Development Network (GDN).

Dr Jayanta Kumar Seal



- ✔ **Professor, Accounting and Finance, Indian Institute of Foreign Trade (IIFT), Kolkata in the area of Accounting and Finance. His interest areas are Capital Markets, Portfolio Management, Small Savings, International Finance, Derivatives.**

- ✔ **Education And Certifications:** PhD [Finance] from Rabindra Bharati University, M.Phil & M.Com [Accounting and Finance, University of Calcutta], CMA [ICAI], A Complete Course on Risk Management [Professional Risk Manager's International Association, USA].
- ✔ 28+ years' teaching, training and consultancy experience in Finance & Accounting. Previous Position in Academia: Associate Professor, IIFT [Finance (2009-2021)], Faculty Member, ICAI Business School, Kolkata [2006-2008], Senior Lecturer, Vivekananda College, Kolkata [1997-2006], Lecturer, St.Xavier's College [1992-1997].
- ✔ Trainings conducted for RIL, SBI, HPCL, FIEO, FICCI, EEPC, Tata Steel, Tea Board, WBIDC, Department of MSME, West Bengal, EDPs for ni-MSME, NACIN, IFB-Agro, CII, NEC, DONER, AIRIA, MLE, MDPs for DICs of 8 NE states, Coconut Board and similar others.
- ✔ Papers published in ranked International & National journals. During the last 5 academic years published around 13 papers in Peer Reviewed Journals (ABDC, SCOPUS, and UGC), presented four conference papers in international conferences and released 11 other publications.
- ✔ Authored 1 Book on International Financial Management [Shapiro, A.C., Moles, P. and Seal, J.K. (2016) International Financial Management, Wiley India]. Edited 3 other books during the last 5 years.
- ✔ Also has teaching experiences in Finance and payment terms as guest faculty in eminent institutes like RGIIM, Shillong; IIM Raipur, IMI Kolkata, MDI Mushirdabad, Calcutta Business School, Goa Institute of Management, ICAI, ICSI, and similar.

Mr Subhojit Roy



- ✔ **Advocate enrolled with the Bar Council of West Bengal since July 2000 Partner of VICTOR MOSES & CO., Solicitors and Advocates since 2012 and Head of Division, Intellectual Property Rights, Victor Moses & Co.**
- ✔ **Member, Incorporated Law Society, Calcutta High Court, Kolkata and represents clients before Supreme Court of India, various High Courts and District Courts, Judicial Tribunals and Forum and in arbitration.**
- ✔ **Specialization: Maritime and Admiralty Laws, Port & Customs laws, Business Contract and Joint Venture, Public Tender drafting and disputes, Administrative actions, Defence in Criminal Prosecution cases, Arbitration, Civil actions.**

- ✔ Area of Work: As a partner of one of the leading law Firms based at Kolkata, deals with all spheres of litigation, legal guidance and corporate legal support, particularly involving Shipping and Admiralty actions (Including arrest and release of ships), Charter Party disputes, Bill of Lading claims, Cargo claims, Port and Customs hearings. Recently, worked as the instructing Advocate in a celebrated decision of the Supreme Court of India in Chrisomar Corporation Vs MJR Steels Pvt. Ltd. where important issues on maritime lien was deliberated upon. Appears in Courts and advises clients, both in India and abroad, in matters of Maritime disputes, business projects, Employment claims, Issues under Major Port Trust Act, 1963 and Customs laws.
- ✔ Important Clients: Some of the renowned clients working with are the leading P&I Clubs based across the world, Tata Consumer Products Ltd., Tata Power & Projects, The Shipping Corporation of India Ltd., ZIM Integrated Lines, Mediterranean Shipping Lines, Hyundai Merchant Marine, Steel Authority of India Ltd., Electrosteel Castings Ltd, Kotak Mahindra Bank, Federal Bank, Yes Bank, HDFC Ltd, etc.