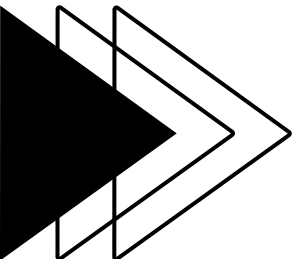




Present

## 3-Day Management Development Programme on Global Logistics and Trade Documentation

24th | 25th | 26th August 2022 | 3 pm onwards



### About the Course

India's achieving 400 billion U.S. dollars trade in the year 2022 is a remarkable jump of 21% from the previous year. However, in recent times global business has become uncertain in the wake of the pandemic and the war with intermittent disruptions happening in the logistics domain. India is set to take the centre stage in global trade and as such Indian business persons need empowerment. The Bengal Chamber of Commerce and Industry (BCC&I), a leading association where business people are engaged in promoting commercial and industrial interests in the community aims to empower its members in international trade, in collaboration with the Indian Institute of Foreign Trade, India's leading premier institute in the field of international trade operations would be delivering this management development program on how to manage global business.

In the first phase of the Management Development Programme (MDP) on "Global Logistics and Trade Documentation" we aim to expose the participants to the issues and challenges in global business and help them deliberate their thoughts and experiences leading to the development of checklists as a ready reckoner.

### Why to Attend?

- To bring in coherence and increased collaboration amongst the participants, representing different stakeholders.
- To enable the participants to know the functions of different stakeholders and understand the issues and challenges being faced by them.
- To understand the international business from the legal, procedural, financial, logistics and supply chain perspectives.
- To help the participants in developing strategies and meeting the challenges in international business transactions.

### Who to Attend?

- Shipping Agents
- Shipping Lines
- Port Officials
- Customs Brokers
- Stevedores/Cargo Handling Agents
- Clearing and Forwarding Agents/Freight Forwarders
- Logistics Service Providers
- Supply Chain Operators
- Exporters and Importers
- Maritime Lawyers
- Vessel and Barge Owners/Operators
- Representatives from the Ship and Barge Building and Repairing Industry
- Maritime Institutes

## PROGRAMME SCHEDULE

DAY 1: August 24, 2022

3.00 pm– 3.15 pm: **Inauguration and Brief Introduction about the Course**

**3.15 pm – Topic**  
**4.45 pm Know your Global Business: Do-s and Don'ts**

**Description**

**Know Your:**

- a. KYProduct : Know Your product :- Essential - Normal - Price elastic - Veblen - Inferior goods
- b. KYEnvironment : PESTLE-Y
- c. KYMarket : Monopoly - Oligopoly - Perfect Market - Monopsony
- d. KYCustomer : Specs - Certifications - Packaging :- 5Rs
- e. KYCountry : PESTLE-C
- MAP : PESTLE-Y = PESTLE-C
- f. KYTrade : world Economy - Your & Customer Economy - Freight - Disruption

**Faculty**

- Dr Deepankar Sinha
- Dr Jayanta Kumar Seal
- Senior Industry Representatives from BCC&I
- Industry Expert

4.45 pm– 5.00 pm: **Tea Break**



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<b>5.00 pm – Topic</b>	<b>Description</b>	<b>Faculty</b>
<b>6.30 pm Manage Global Business Risks:</b> Which INCO Term to Choose?	<b>INCO Term:</b> a. Responsibilities, Obligations & Cost b. Marketing Perspective c. Supply Chain Perspective d. Logistics Perspective	<ul style="list-style-type: none"> <li>• Dr Deepankar Sinha</li> <li>• Dr Jayanta Kumar Seal</li> <li>• Senior Industry Representatives from BCC&amp;I</li> <li>• Industry Expert</li> </ul>

DAY 2: August 25, 2022

<b>3.00 pm – Topic</b>	<b>Description</b>	<b>Faculty</b>
<b>4.30 pm Mitigate Financial Risks:</b> Which Payment term to Choose?	<b>Payment terms</b> a. Letter of Credit b. Bills of Exchange c. Wire Transfer d. Escrow	<ul style="list-style-type: none"> <li>• Dr Deepankar Sinha</li> <li>• Dr Jayanta Kumar Seal</li> <li>• Senior Industry Representatives from BCC&amp;I</li> <li>• Industry Expert</li> </ul>

**4.30 pm– 4.45 pm: Tea Break**

<b>4.45 pm – Topic</b>	<b>Description</b>	<b>Faculty</b>
<b>6.15 pm Evaluate Global Logistics Channels:</b> Packaging – Warehousing – Material handling – Transportation Decisions	<b>Global Logistics Channel</b> a. Stages in Logistics Channel b. Activities in each stage c. Key Performance Indicators d. Documents in each stage	<ul style="list-style-type: none"> <li>• Dr Deepankar Sinha</li> <li>• Dr Jayanta Kumar Seal</li> <li>• Senior Industry Representatives from BCC&amp;I</li> <li>• Industry Expert</li> </ul>

DAY 3: August 26, 2022

<b>3.00 pm – Topic</b>	<b>Description</b>	<b>Faculty</b>
<b>4.30 pm Safeguard Commercial &amp; Political risks</b>	<b>Insurances</b> a. Marine Cargo Insurance b. Air Cargo insurance c. Warehouse – to – Warehouse insurance d. Export credit insurance: ECGC	<ul style="list-style-type: none"> <li>• Dr Deepankar Sinha</li> <li>• Dr Jayanta Kumar Seal</li> <li>• Senior Industry Representatives from BCC&amp;I</li> <li>• Industry Expert</li> </ul>

**4.30 pm– 4.45 pm: Tea Break**

Present

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24th | 25th | 26th August 2022 | 3 pm onwards

4.45 pm – Topic	Description	Faculty
6.15 pm Maximize Export Returns	<b>Incentive Schemes</b> a. GST & Tax incentives b. FTP – Incentives c. Drawbacks & Advance Authorisation d. MOOWR & Bonded warehousing Schemes	• Dr Deepankar Sinha • Dr Jayanta Kumar Seal • Senior Industry Representatives from BCC&I • Industry Expert

6.15 pm– 6.30 pm: **Valedictory/Programme Summary and Inputs**

**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.
- 20+ years' experience in port and shipping industry and 13+ years of experience in teaching, training and consultancy in the field of global logistics, international trade operation and system engineering.
- 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, EEPC, DGCIS, 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).



Present

## **3-Day Management Development Programme on Global Logistics and Trade Documentation**



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### **Dr Jayanta Kumar Seal**

- Professor, Accounting and Finance, Indian Institute of Foreign Trade (IIFT), Kolkata
- Dr Jayanta Kumar Seal at present is a Professor at Indian Institute of Foreign Trade (IIFT) 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, ICFAI 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, EEPCC, 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.

### **Course Modalities**

- The Course would be conducted through digital mode, using Microsoft Teams.
- IIFT would be sharing the details on how to download Microsoft Teams with the registered participants.
- IIFT would share session codes/links with the participants through emails prior to each session.