



MDP on Merchanting Trade Transactions

10th Jan, 2022

PROGRAM DIRECTOR: DR. RAM SINGH

The Indian Institute of Foreign Trade (IIFT) was set up in 1963 by the Government of India as an autonomous organization to help professionalize the country's foreign trade management and increase exports by developing human resources; generating, analyzing and disseminating data; and conducting research. The Institute visualizes its role as a catalyst for new ideas, concepts and skills for the internationalization of the Indian economy. IIFT is also a primary provider of training and research-based consultancy in the areas of international business, for the corporate sector, Government and the student community, at large.

Merchanting Trade Transactions are those wherein Indian merchant trader's buy goods from a country and sell them in any other country without touching the territorial boundaries of India. The Reserve Bank of India (RBI) has framed newer guidelines keeping in mind the changing geo-economic realities vide Circular No 20 Ref- RBI/2019-20/152, A.P. (DIR Series) dated January 23, 2020 which are in continuation of previous RBI Circular No. 115 dated March 28, 2014). Accordingly, the program focuses on:

- Introduction to Merchanting Trade Transactions
- RBI Views on Merchanting Trade Transaction
- Merchanting Trade Transactions and India's Trade Regime
- KYC & AML Compliance in Merchanting Trade Transactions
- Documentary Compliance for Merchanting Trade
- Merchanting Trade & FEMA Compliance
- Parking Of Export Proceeds & Payment Mechanism
- Transaction Matching and Caution-Listing
- Write-Off of Unrealized Amount of Export-Leg & FEMA Compliance
- Third Party Payments, Agency Commission & Reporting Mechanisms

PROGRAM PEDAGOGY

The methodology adopted is learner centered hands-on approach to facilitate participants take control of their learning process, experience results, face difficulties and enhance competencies. Participants will be provided opportunities to dive deep into various relevant use cases and apply relevant techniques and tools for analytical goals.

WHO SHOULD ATTEND?

Executives and Managers engaged in export-import operations, drafting of international sales contract and international marketing heads of corporates/ export houses/ government companies.

HOW TO REGISTER: Please send email with nominations to richa@iift.edu. Online registration facility may also be availed by visiting the website by this link <http://docs.iift.ac.in/pilotweb/mdp/>

PROGRAMME DURATION: 1 DAYS

PROGRAM FEE: Rs. 7,500/- (+ 18% GST). The programme is non-residential. However, accommodation can be arranged at IIFT guest house or nearby hotels on reasonable charges on request.

DISCOUNT: There is a 10% discount on nomination of 5 candidates from the same organization.

Mode of payment: The payment can be made through: NEFT (Indian Bank, A/c No.767635122, IFSC Code-IDIB000M089). or through DD/cheque in favour of Indian Institute of Foreign Trade, New Delhi. Please provide the transaction details (UTR No./transaction ID and date of transaction etc. in case of online/NEFT details

Programme Administration:

Dr. Ram Singh,
Program Director,
Email: ramsingh@iift.edu

Shri Rakesh Ojha
Section Officer Division
Ph : 011-39147315 (D)
e-mail: mdp@iift.edu

Ms. Richa Dua
Marketing Executive
Tele : 011-39147200-05 ext
602, Mobile : 9650875969
e-mail: richa@iift.edu