



# INDIAN INSTITUTE OF MATERIALS MANAGEMENT

304,306 and 307 'A' Wing, Mittal Towers, M.G. Road, Bangalore – 560 001

## One-Day Workshop On “Practical, Strategic, and risk-aware execution of International Trade”

Delegate Fee  
Rs. 4,000/- per delegate  
(GST 18% extra)  
Rs. 3,500/- FOR IIMM  
Members (GST 18% Extra)  
Rs. 2000/- Online Mode  
(GST 18% Extra) (On  
Microsoft Team)



17th April 2026 (FRIDAY)

9.30 AM TO 5.30 PM





Indian Institute of Materials Management  
304, 306, & 307, 'A' Wing, Mittal Towers,  
M.G.Road,  
Bangalore - 560 001



CLICK THE LINK FOR REGISTER  
<https://forms.gle/3ZyfKrivPr6SzmDc7>

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9972441466

 [iimm@iimmbangalore.org](mailto:iimm@iimmbangalore.org)

 [www.iimmbangalore.org](http://www.iimmbangalore.org)

## **ABOUT IIMM**

Indian Institute of Materials Management is the premier professional Institute of Materials Management in India. Our mission is to “promote professional excellence in materials management towards national prosperity through sustainable development” through its national network of 52 branches and 19 chapters spread over the length and breadth of the country. IIMM is dedicated to the professional activities including Educational Courses, Executive Development Programmes, Seminars, Workshops, In-house Training Programmes and consultancy.

## **INTERNATIONAL AFFILIATION**

To have an effective global interaction on the subject, IIMM is a charter member of International Federation of Purchasing and Supply Management (IFPSM), USA which has its roots in 33 countries from all the six continents, representing views of Purchasing and Materials Management professionals world-wide. Its major aim is to encourage professional development, education and cross-cultural exchange and cooperation in Purchase, Materials Management, Logistics, International Trade and other related disciplines.

## **OBJECTIVE OF WORKSHOP**

Regulations and Procedures are very important aspects in International Trade any lapses in conformance could lead to serious financial losses as well as litigation. A thorough understanding of the finer aspects and updating oneself with the changes in the procedures, regulations from time to time is a must for SCM professionals involved in International Trade.

This workshop is focused on disseminating information on the latest Incoterms and updates on FEMA apart from dealing with Exchange Control Mechanism and letter of Credit and how to draft Customized LCs.

## **FOR WHOM**

This workshop is designed for Supply Chain Professionals managing the Procurement, Purchase, Logistics, Warehouse functions; SCM Consultants, SCM and Materials Management Professionals from Public Sector, Private Sectors, Government Organizations and Teaching Faculty.

## **NOMINATION**

Please send your Nominations to IIMM Bangalore Branch with the appropriate fee by cheque/bank draft/NEFT on or before 15th April 2026. You may also send the nomination by e-mail or fax.

Delegate fee should be drawn in favor of the Indian Institute of Materials Management payable at Bangalore or

by payment sending by NEFT, please arrange send payment to SB -Account No: 0792101031770

Bank: Canara Bank, Trinity Circle Branch, Bangalore

IFSC: CNRB0000792

GST Registration Number :29AAAI0056P1ZF

## ABOUT THE FACULTY

### Murugesan D



- Visiting Professor for Business Schools, Colleges & IIMM
- Former Senior Faculty SIBSTC (Southern India Banks Staff Training College)
- Former Senior Faculty - Canara Bank (9 years)
- PGDEIM, ICAI University
- 43 plus years
- 20 years Banking and Financial Management
- 23 years Teaching and Training
- Chief Manager , Canara Bank, Bangalore
- Certified Faculty cum Trainer, Canara Bank

### Mr. R. Sampath Raghavan



- Over 40 years of professional experience across industries including Pharma, Chemicals, Electronics, and Apparel.
- He currently serves as Head – EXIM & Logistics at Silver Spark Apparel Limited, an initiative of Raymond Lifestyle Limited.
- He has extensive expertise in Supply Chain Management, International Trade, Trade Compliance, Customs, Logistics, Banking Trade Services, and Marine Insurance.
- He leads EXIM and commercial operations for Raymond's garmenting division, one of the largest manufacturers and exporters of men's suits in the world.
- The business operates four manufacturing plants in India, one in Ethiopia, along with trading entities in the USA, UK, and Dubai.
- He has hands-on experience in implementing global supply chain security programs such as C-TPAT and AEO.
- A widely recognized keynote speaker and industry trainer, he specializes in International Trade, Supply Chain, and Logistics.
- He is a recipient of the "Outstanding Leadership in Global Trade Strategy & Logistics" award and has practical experience in implementing SAP S/4HANA in the EXIM domain

For more details and registration please contact below mentioned Secretariat

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Indian Institute of Materials Management

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# INDIAN INSTITUTE OF MATERIALS MANAGEMENT

304, 306 & 307, 'A' WING, III FLOOR, MITTAL TOWERS, NO: 6, M.G. ROAD, BANGALORE – 560 001

## One-day Workshop

on

### “Practical, Strategic, and risk-aware execution of International Trade”

Date: 17th April 2026 Time: 09.15 AM – 05.00 PM

#### PROGRAM SCHEDULE

09.15am – 09.30am	Registration
09.30am – 09.45am	Welcome, Introduction
09.45am – 11.15am	<b>Session 1: Introduction to International Trade</b> <ul style="list-style-type: none"><li>• Overview of the global trade environment</li><li>• Importance of international trade in business growth</li><li>• Key stakeholders in global trade, Exporters, Importers, Banks, Logistics providers</li></ul> <b>International Trade Documentation</b> <ul style="list-style-type: none"><li>• Essential export and import documents</li><li>• Commercial Invoice and Packing List</li><li>• Bill of Lading / Airway Bill, Certificate of Origin</li><li>• Insurance and Inspection Certificates</li><li>• Common documentation errors and prevention</li></ul>
11.15am – 11.30am	Coffee break
11.30am – 01.00pm	<b>Session 2: Understanding Incoterms and Trade Contracts</b> <ul style="list-style-type: none"><li>• Latest Incoterms rules and practical use</li><li>• Responsibilities, costs, and risks of buyer and seller</li><li>• Key clauses in international trade contracts</li></ul> <b>International Payment Methods</b> <ul style="list-style-type: none"><li>• Advance Payment</li><li>• Open Account Transactions</li><li>• Documentary Collection (D/P and D/A)</li><li>• Letter of Credit (LC) – process and risk mitigation</li><li>• Role of banks in trade finance</li></ul>
01.00pm – 02.00 pm	Lunch
02.00pm – 03.15pm	<b>Session 3: Export and Import Procedures</b> <ul style="list-style-type: none"><li>• Step-by-step export process</li><li>• Import clearance procedures</li><li>• Customs compliance and regulatory requirements</li><li>• Role of freight forwarders and customs brokers</li></ul> <b>Art of Selling in Global Markets</b> <ul style="list-style-type: none"><li>• Export pricing techniques</li><li>• Costing for international markets</li><li>• Market entry considerations</li></ul>
03.15pm – 03.30pm	Coffee break
03.30pm – 05.00pm	<b>Session 4: Strategic Planning for Global Trade</b> <ul style="list-style-type: none"><li>• Selecting international markets,</li><li>• Finding reliable overseas partners and distributors</li><li>• Competitive positioning in global markets</li></ul> <b>Compliance and Trade Regulations</b> <ul style="list-style-type: none"><li>• Export-import policies and frameworks</li><li>• Sanctions, embargoes, and restricted goods</li><li>• Best practices for trade compliance</li></ul> <b>Practical Case Studies &amp; Group Discussion</b> <ul style="list-style-type: none"><li>• Real-world trade scenarios</li><li>• Risk analysis exercises</li><li>• Industry best practices</li></ul>
05.00pm – 05.30pm	Feedback
	Certificate Distribution