

# IMPORTING AND EXPORTING CERTIFICATION

As per International Standards



UNICHROME

# Unichrone Masterclass Advantages

- ✓ 1 Day Interactive Instructor-led Online/Classroom or Group Masterclass
- ✓ Course study materials designed by subject matter experts
- ✓ Mock Tests to prepare in a best way
- ✓ Highly qualified, expert & accredited trainers with vast experience
- ✓ Enrich with Industry best practices and case studies and present trends
- ✓ Importing and Exporting Masterclass Course adhered with International Standards
- ✓ End-to-end support via phone, mail, and chat
- ✓ Convenient Weekday/weekend Importing and Exporting Masterclass Course schedule



# About Unichrone

✓ We are a professional Masterclass institute with an extensive portfolio of professional certification courses. Our Masterclass programs are meant for those who want to expand their horizons by acquiring professional certifications across the spectrum. We train small- and medium-sized organizations all around the world, including in USA, Canada, Australia, UK, Ireland and Germany.



Guaranteed Quality



Handpicked Trainers



Global Presence



Online Masterclass Option

## We've trained professionals across global companies



AkerSolutions



## Importance of Importing and Exporting Masterclass

- ✓ Import and Export Certificate validates professionals' skills in import and export processes. It displays a professional's proficiency with the documentation and procedures needed for effective cross-border trading. Obtaining this credential improves their resume and increases their employability. It provides a wealth of employment options, raises pay, and makes a substantial contribution to the growth and success of their organizations. Moreover, it can elevate career opportunities in diverse domains like supply chain, logistics, and international trading.
- ✓ Import and Export Training Courses boost the consciousness of Import and Export of the organization for business enhancement. Furthermore, individuals can annex a diligent understanding of selecting the products for importation, choosing suppliers, pricing, and the channels for importing. A refined knowledge of the entry process and customs valuation can make the process of trading swift. Import and Export Training thoroughly concentrates on export planning, preparation channels of distribution, and methods of payment.

## ELIGIBILITY CRITERIA

- ✓ Aspirants need not meet any requirements to pursue Importing and Exporting Masterclass Course. However, having prior knowledge is beneficial.

## WHO SHOULD ATTEND

- ✓ Any individual who wants to gain skills to understand Importing and Exporting can enroll in the Importing and Exporting Masterclass course.

# IMPORTING AND EXPORTING CERTIFICATION ADVANTAGES



CERTIFIES  
YOUR TALENT



HELPS  
BUILDING  
VALUES



GLOBAL  
RECOGNITION



PERFECT  
EXECUTION



BUILDS  
CUSTOMER  
LOYALTY



MORE  
EMPLOYABILITY  
OPTIONS

# Syllabus of Importing and Exporting Masterclass

## Lesson 01 – Introduction to Import and Export

1.	What are Exports?
2.	What are Imports?
3.	Importance of Exports and Imports
4.	Gross Domestic Product (GDP)
5.	Exchange Rates
6.	Inflation Levels and Interest Rates

## Lesson 02 – Selecting Import Products and Suppliers

1.	Types of Products for Importation
2.	Finding the Product
3.	Selecting the Supplier
4.	Pricing the Imported Product
5.	Import Marketing Channels

# Syllabus of Importing and Exporting Masterclass

## Lesson 03 – Entry Process for Imports

1.	Entry Process
2.	Customs Valuation
3.	Rules of Origin and Other Marking Requirements

## Lesson 04 – Planning and Preparations for Export

1.	Assessing and Selecting the Product
2.	International Market
3.	Research
4.	Assessment
5.	Developing an International Business Plan
6.	Overseas Travel and Promotion



# Syllabus of Importing and Exporting Masterclass

## Lesson 05 – Export Channels of Distribution

1.	Indirect Channels
2.	Direct Channels
3.	Locating, Contacting, and Evaluating Agents and Distributors
4.	Contracts with Foreign Agents and Distributors
5.	Major Clauses in Representation Agreements
6.	Maintaining and Motivating Overseas Representatives

## Lesson 06 – Trade Documents and Transportation

1.	Documentation in Export-Import Trade
2.	Transportation
3.	Air Transportation
4.	Ocean Freight
5.	Role of Freight Forwarders in Transportation

# Syllabus of Importing and Exporting Masterclass

## Lesson 07 – Methods of Payment

1.	Consignment Sales
2.	Open Account
3.	Documentary Collection
4.	Documentary Letter of Credit
5.	Cash in Advance

# Exam Format of Importing and Exporting Certification

Examination Format	
Exam Name	Importing and Exporting Exam
Exam Format	Multiple Choice
Total Questions & Duration	30 Questions, 1 Hour
Passing Score	Minimum passing score of 70%
Exam Cost	Included in Masterclass fee

To get you fully prepared with the knowledge and skills for Importing and Exporting, a Masterclass session at Unichrone gives immense importance to mock questions at the end of every module and problem-solving exercises within the session. Prepared by certified faculty, the practice tests are a true simulation of the Importing and Exporting exam.

# Contact Us

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