



International Trade Training Programme (Model 6-Week Curriculum – Public Domain)

Skilling and Mentorship – Model Training Programme



As part of its ongoing commitment to capability building and skill enhancement in international commerce, AIS has placed a **Model Training Programme on International Trade** in the public domain. This initiative aligns with the requirements outlined under **the Foreign Trade Policy (FTP)** and supports AIS's application for enhanced **Status Holder** recognition.

The programme is designed to provide structured, practical exposure to the fundamentals and operational realities of **export–import trade**, regulatory compliance, and allied procedures. It serves as a guidance framework for students, professionals, and organizations seeking to build competence in international trade practices.



The Programme is structured as a **minimum six-week programme**, focusing on both conceptual clarity and real-world application.

Key Highlights:

- **Duration:** Minimum 6 weeks
- **Mode:** Classroom / Hybrid / Online (as applicable)
- **Focus Areas:**
 - Export–Import procedures
 - Trade documentation and logistics
 - Customs, DGFT, GST, and FEMA compliance
 - Export incentive schemes and practical case studies
- **Target Participants:**
Students, MSME executives, aspiring exporters, and trade professionals
- **Certification:**
Participation Certificate issued upon completion

This model programme is published for **guidance purposes**, in line with FTP provisions. Detailed eligibility criteria, participant selection, delivery format, and assessment methodology remain at the discretion of AIS.

Curriculum Structure (6 Weeks)

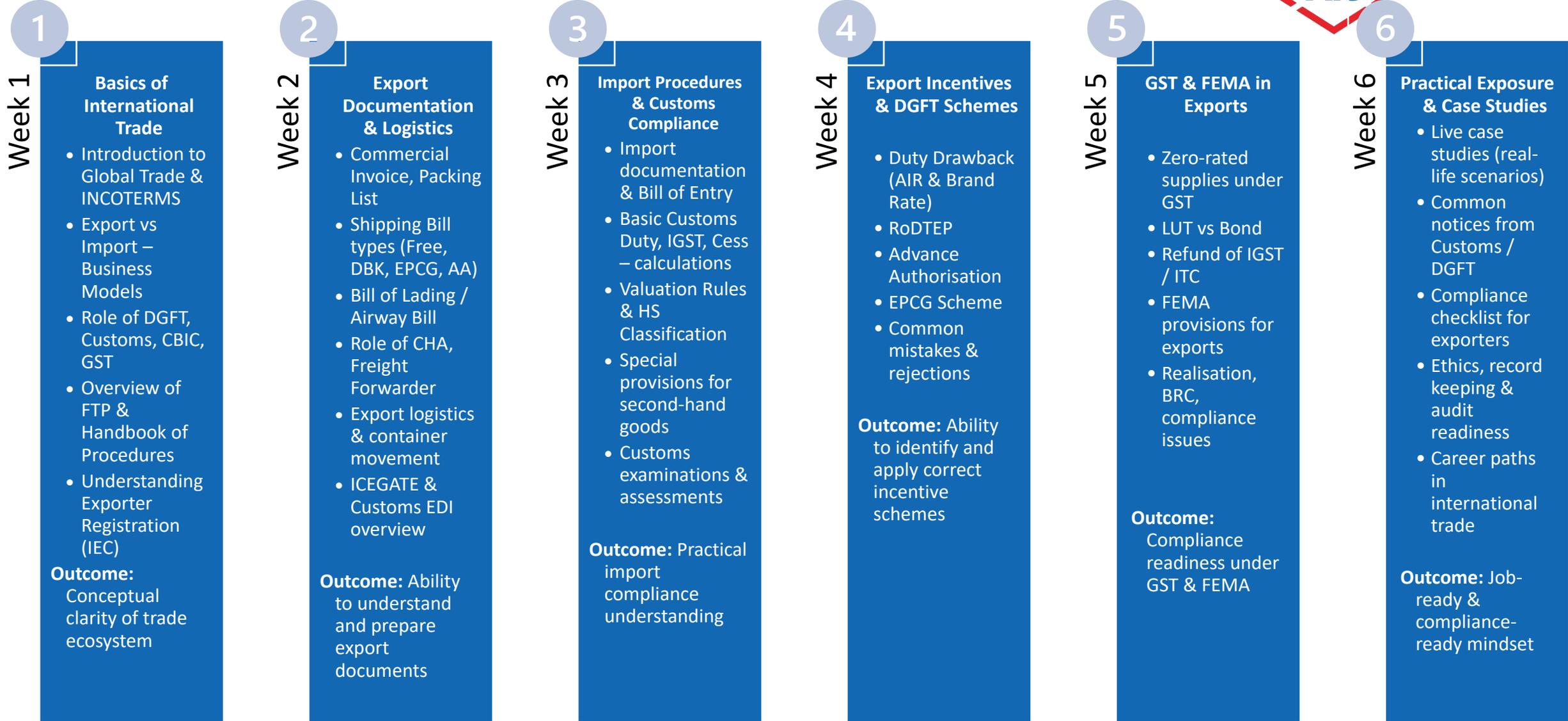


The programme follows a progressive, week-wise structure covering the complete international trade lifecycle:

- **Week 1:** Foundations of International Trade and regulatory ecosystem
- **Week 2:** Export documentation, logistics, and customs interfaces
- **Week 3:** Import procedures and customs compliance
- **Week 4:** Export incentives and DGFT schemes
- **Week 5:** GST and FEMA compliance in exports
- **Week 6:** Practical exposure, case studies, and compliance readiness

The curriculum emphasizes **hands-on understanding**, supported by assessments, expert interactions, and practical demonstrations of government trade portals.

Week 1: Basics of International Trade





Final Part of the Programme

- There are weekly assessments that will take place/ interaction
- Guest lectures from CHA / Banker / Exporter
- Live demo of DGFT & ICEGATE portals
- Certificate of Completion

“The program structure may be updated periodically to reflect changes in Foreign Trade Policy, Customs Law, GST, and allied regulations.”