

Management Development Programme
on
**“Export-Import: Financing & Risk
Management”**

June 27- 28, 2019



Program Director: Prof. Ramachandran K.



**International Management Institute
New Delhi**

OBJECTIVES & DELIVERABLES

- To help the participants gain a perspective of international trade and business
- To enable them master the various possible modes of financing export-import (Exim) operations
- To make them appreciate the advantages of tapping varied sources of financing for their Exim business
- To enable them dissect and understand the nitty gritty of exposures and risks associated with export-import business/exchange rate change and also the techniques of quantifying the same
- To make them appreciate the various styles of hedging—natural hedging and hedging through market instruments
- To help them to get know how to design a hedging policy and make use of it appropriately

WHO SHOULD ATTEND

- If you believe export/import constitutes a significant part of your organization's business
- If your organization is affected very much by the periodic changes in exchange rate
- If export/import does NOT constitute a significant part of your business but still exchange rate changes affect your topline and bottom-line
- If you are not sure how to manage exchange rate risk
- If you are figuring out the ideal way of financing your export-import business
- In case you find yourself in any of the above situations, this is the program to attend.

PEDAGOGY

Interactive Lectures/Real life Cases & Case-lets—Presentation by Participants/Quizzes/Simulation

TARGET AUDIENCE: Senior Mgt./Middle Mgt./Junior Mgt. executives working in export-import organizations and those that face competition from foreign suppliers

PROGRAM DIRECTOR

Prof. Ram would handle the program. He is a finance professional with more than 30 years of work experience in Banking/ Central Banking/Financial Journalism/ Management Training & Consulting/ Management Education. He has conducted training programs on topics related to Finance & Banking for more than 350 batches of professionals working in some of the top-notch companies and banks in India and abroad. He had also been a consultant for some of the major corporates in India for years. His areas of specialization include Working Capital Mgt, International Finance, Financial Markets, Banking & Banking Technology.

ADMINISTRATIVE DETAILS

Dates:

June 27-28, 2019 (Thursday & Friday)

Venue:

International Management Institute
B-10, Qutub Institutional Area
New Delhi 110011

FEE

Non-residential: Rs. 18,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and lunch

Residential: Rs. 25,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and boarding/lodging (airconditioned single room) from **June 26, 2019 noon** till **June 29,2019 noon** at IMI Campus.

Group Discounts

- 10% discount on fee amount is available in case an organization nominates 2 or more participants to the program.
- 20% discount on fee amount is available in case an organization nominates 4 or more participants to the program.

Fee is payable in advance by way of local cheque/DD in favor of "**International Management Institute**" payable at New Delhi or through direct electronic fund transfer to IMI Bank Account, as per following details:

Allahabad Bank Account Number: 50084979288
MICR Code: 110010007, IFSC Code: ALLA0211083
Pan No. AAAT10972K; GST No. AAAT10972KIZJ

Please mention the program name while making payment through electronic fund transfer.

REGISTRATION

The registration form duly filled in along with the program fee should reach us at least 7 days before the commencement date of the program. **In case of subsequent withdrawal or cancellation of registration no refund of fee will be allowed.** However, substitute(s) may be permitted with prior intimation.

CERTIFICATE OF PARTICIPATION

A certificate of successful participation by International Management Institute (IMI) will be issued to each delegate at the culmination of the program.

ABOUT IMI

International Management Institute (IMI) is India's first corporate sponsored Business School founded in 1981 with the original campus in New Delhi. The corporate sponsors included RPG Enterprises (lead sponsor), ITC, Nestle, Tata Chemicals, British Oxygen, SAIL, and Williamson Magor. It was set up in collaboration with the then IMI Geneva, now IMD Lausanne. Subsequently two other campuses were set up in Kolkata (2010) and Bhubaneswar (2011). In the last several years, IMI New Delhi has been consistently ranked in the top 10-15 Business Schools in the country and among the top 5 private Business Schools. It is accredited by the UK based Association of MBAs (AMBA), one of the top three international accreditation bodies for Business Schools globally.

IMI New Delhi has global linkages with leading schools in Europe, North America, and Asia. The Institute currently offers the PGDM, PGDM-HRM, PGDM-Banking & Financial Services, Executive PGDM and FPM (doctoral program). In addition, it has built a vibrant Executive Education vertical offering training to management professionals from the corporate world. The Institute has been empaneled by the Government of India to train participants from developing countries under the International Technical & Economic Corporation (ITEC) program of the Ministry of External Affairs.

IMI New Delhi puts a strong focus on high quality research by its faculty leading to publications in international peer reviewed academic journals. Its faculty have PhDs from top international and national universities/institutes, with many of them also having significant corporate experience.

For registration/any other information, please contact:

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International Management Institute

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