



MANAGEMENT DEVELOPMENT PROGRAMME ON **EXPORT OPPORTUNITIES FROM MAHARASHTRA**

INTRODUCTION

While COVID-19 has brought unprecedented business disruption, it has also ensured a major realignment in global supply chains. With the Indian government targeting US\$ 2 tn exports by 2027, it is an apt time for businesses to capitalize and expand on their capabilities.

As India's second largest exporter with around 22.7% share of India's total exports in 2021, Maharashtra will undoubtedly play a pivotal role in the achievement of the government's vision.

The Prime Minister has urged "stakeholders to accelerate existing exports and also work to create markets, new destinations for new products".

To script a successful business strategy, CEOs and managers need accurate information and actionable insights on the most lucrative products for exports (existing and new product opportunities) and the potential markets they need to tap.

IIFT and TPCI have launched a 3-day MDP for government officials & exporters in Maharashtra. The interactive programme aims to impart knowledge on key aspects of export/import management, international business; market and buyer identification, as well as changing domestic regulatory framework.

The three-day programme aims to equip participants with critical inputs to enable more successful policy and business outcomes, and ultimately drive global recognition and export success for Maharashtrian businesses.

WHO SHOULD **ATTEND?**

- Exporters from different regions of Maharashtra
- Aspiring exporters/entrepreneurs
- Officials from Government Departments dealing with international trade
- Executives from international divisions of companies



COVERAGE

- Expectations from Foreign Trade Policy 2021-26
- Export Promotion Policy Measures from the State of Maharashtra
- Top existing and new export opportunities from Maharashtra
- Analysis of potential of exports from Maharashtra in key markets

MODE & DURATION

ONLINE SESSIONS OVER THREE DAYS.

All class sessions are live and facilitate two- way interaction between participants and faculty via the online mode.

SESSION DAYS AND TIMING

PROGRAMME ON: EXPORT OPPORTUNITIES FROM MAHARASHTRA

| Date | Day | Time | Session Topic | Time | Session Topic |
|----------|-----|------------------|---|-------------------|--|
| 6/5/2022 | 1 | 10:00 AM-1:00 PM | Foreign Trade Policy of India & State-specific Measures | 2:00 PM - 5:00 PM | Top Export Products from State (Existing Products) |
| 7/5/2022 | 2 | 10:00 AM-1:00 PM | Top Export Products from State (New Opportunities) | 2:00 PM - 5:00 PM | Potential of Asia including Asia-Pacific (APAC) region for State exports |
| 8/5/2022 | 3 | 10:00 AM-1:00 PM | Potential of Europe, Middle East and Africa (EMEA) region for State exports | 2:00 PM - 5:00 PM | Potential of Americas region (North America & South America) for State exports |

FEES FOR THE PROGRAMME

₹ 10,000/-
+ 18% GST per participant

FURTHER TRAINING & CONSULTANCY RELATED INQUIRY, PLEASE CONTACT

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