

**Swami Keshvanand Institute of Technology, Management & Gramoathan**  
**Department of Management Studies**  
**Seminar**  
**On**  
**Foreign Trade Policy and Procedures**  
**March 22<sup>nd</sup>, 2017**

**In association with**  
**Ministry of Commerce & Industry**  
**Directorate General of Foreign trade**

### **About The Seminar**

The new Foreign Trade Policy 2015-20 has been announced for a period of five years. There are significant changes in this policy with regard to the existing schemes and export & import procedures. Two new schemes MEIS and SEIS have been introduced. To update the trade & industry on the various provisions of the new FTP and also to discuss the problems faced by the exporters and importers with regard to the provisions under the old policy which are still relevant.

The seminar will discuss practical issues and difficulties faced by stakeholders while availing benefits under the new schemes announced in FTP 2015-20 or those present under the old Foreign Trade Policy, and to devise strategies for optimising benefits.

### **Objectives of the Seminar**

This seminar intends to guide the exporters & importers including 100% EOUs & units located in the SEZs on the new FTP as well as on issues such as cancellation of bond/ BG under various schemes, clubbing of Authorizations , Duty Credit Scrips , extension of EO period , third party exports etc on which they continue to face difficulties. Exporters and importers, EOUs, units located in the SEZs and service providers are invited to attend the seminar and to obtain clarity & guidance on various issues. The other specific objectives are:

- To take overview of salient features of new Foreign Trade Policy (2015-2020) .
- To explore the canvas of “Merchandise Exports from India Scheme (MEIS) introduced in new FTP.
- To critically study the role and implications of MEIS in the growth of India’s exports•

## **Discussion Points in the Seminar**

### **Niryat Bandhu - Hand Holding Scheme for new export / import entrepreneurs**

The primer focus of the seminar was on the Niryat Bandhu scheme of the government. The few highlights of the discussion was as under:

- (a) DGFT is implementing the Niryat Bandhu Scheme for mentoring new and potential exporter on the intricacies of foreign trade through counselling, training and outreach programmes.
- (b) Considering the strategic significance of small and medium scale enterprises in the manufacturing sector and in employment generation, 'MSME clusters' have been identified, based on the export potential of the product and the density of industries in the cluster, for focussed interventions to boost exports.
- (c) Outreach activities shall be organized in a structured way with the help of Export Promotion Councils as 'industry partners' and other willing 'knowledge partners' in academia and research community to achieve the objective of Niryat Bandhu Scheme. Further, in order to ensure optimum utilization of resources, efforts would be made to associate all the stakeholders, including Customs, ECGC, Banks and concerned Ministries.

The seminar started with a welcome note by Prof. S. P. Garg Dean, DMS. He welcomed all the delegates contributing in this seminar. Further he mentioned that the central theme of the Policy is to make India a significant player in world trade by the year 2020. The Policy, together with the proposed introduction of the goods and service tax in 2016, is expected to increase the ease of doing business in India and accelerate economic growth.

Followed to this Prof. (Dr.) Vikas Shrotriya, Professor, DMS briefed about the theme and objectives of the seminar. He mentioned that for increasing exports, professional and competitive approach is necessary in marketing.

Followed to this Prof. (Dr.) S.L. Surana, Director (Academics), SKIT, in his address discussed the various issues on seminar theme. He also highlighted that the government announced higher level of rewards under Merchandise Exports from India Scheme (MEIS) and Services Exports from India Scheme (SEIS) for export items with high domestic content and value addition

Mr. Satish Raina was the expert for the session-I. The session started off with facts related to Global and Indian economy. He then discussed about the salient features of Indian FTP, its objectives and its various schemes. He also provided information regarding the impact of each aspect of the FTP on the business. Some of the topics which were discussed by him in the session include objectives of FTP, transferable duty scrip, MEIS & SEIS schemes and its benefits, ease of doing business under FTP, effect of GST on Indian economy, etc.

The session-II was taken care Mr. Bhupender Singh, Chapter Head, FIEO on Export Facilitation by FIEO. Apart from these topics, Sir provided a whole set of possible statistical figures related to the topic of the session. Apart from providing such statistical figures, he also explained the prepared topics in a simpler manner and also with a lot of examples which actually kept the audience engaging.

The seminar was a crisp and precise one while covering all the necessary topics to be conveyed to the participants. Overall, the entire seminar was that of a factual one and it kept the audience engaged throughout the session. Each one had their take aways. The facts provided in the session also triggered the participants with a hint of the kind of questions that could be asked during the interview in the future.

In the end of the day Dr. Savita Choudhary, Faculty, DMS proposed the vote of thanks to the speakers and participants. The seminar was a great success.

## **Few outcomes/ learning's of the Seminar**

- E-Commerce exports of handloom products, Books/periodicals, Leather footwear, toys and customized fashion garments through courier or foreign post office would also be able to get benefit of MEIS.
- More employment could be generated as the market for the countries' goods widens through trade. International trade helps generate more employment through the establishment of newer industries to cater to the demands of various countries. This will help countries to bring-down their unemployment rates.
- By making the size of the market large with large supplies and extensive demand international trade reduces trade fluctuations. The prices of goods tend to remain more stable.
- International trade enables different countries to sell their surplus products to other countries and earn foreign exchange.
- International trade fosters peace, goodwill, and mutual understanding among nations. Economic interdependence of countries often leads to close cultural relationship and thus avoid war between them.
- Under the New FTP there will be a mid-term review after two and a half years, except for exigencies. In an attempt to achieve greater policy coherence and mainstreaming of all export incentive schemes, the Commerce Department has directed the state governments to prepare their own export strategies based on the new FTP.
- International trade enables a country to consume things which either cannot be produced within its borders or production may cost very high. Therefore it becomes cost cheaper to import from other countries through foreign trade.
- International trade brings in different varieties of a particular product from different destinations. This gives consumers a wider array of choices which will not only improve their quality of life but as a whole it will help the country grow.
- International trade promotes efficiency in production as countries will try to adopt better methods of production to keep costs down in order to remain competitive. Countries that can produce a product at me lowest possible cost will be able to gain larger share in the market. Therefore an incentive to produce efficiently arises. This will help to increase the standards of the product and consumers will have a good quality product to consume.

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**Programme Sheet**

<b>Time</b>	<b>Session</b>
08:00 AM to 09:00 AM	Registration & Welcome of the Students
09:00 AM to 10:00 AM	Inaugural Session
10:00 AM to 11:00 AM	Expert Session I by Shri Satish Raina
11:00 AM to 11:15 AM	Group Photo Session & Tea Break
11:15 AM to 01:00 PM	Expert Session II Shri Satish Raina
01:00 PM to 01.30 PM	Lunch Break
01.30 PM to 03:00 PM	Expert Session III Bhupendra Singh
03:00 PM To 03:30 PM	Valedictory Session

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**List of Experts**

<b>S. No.</b>	<b>Name of Expert</b>	<b>Organization</b>	<b>Country</b>
1	Shri Satish Raina	State Coordinator – NBS, DGFT	India
2	Shri Bhupendra Singh	Chapter Head, FIEO	India

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Few Glimpse of the seminar**







SWAMI KESHVANAND INSTITUTE OF TECHNOLOGY, MANAGEMENT & GRAMOTHAN,  
JAIPUR

DEPARTMENT OF MANAGEMENT STUDIES  
*Seminar on Foreign Trade Policy And Procedure*

22-Mar-17

List of Participants

S. No.	Name of Participants	S. No.	Name of Participants
1	Abhishek Chaturvedi	52	AAYUSHI RAMDEO
2	Abhishek Jangir	53	ABHISHEK SAINI
3	Aishwarya jain	54	AJAY MEHTA
4	Anita Kumari	55	ANIL POONIA
5	Ankita Sharma	56	ANURAG SINGH
6	Ankush Choudhary	57	APPALI MATHUR
7	Atul Kumar Bhargav	58	ARTI GPTA
8	Barkha Jain	59	ASHRAF ALI
9	Bhumika Sharma	60	DEEPALI JAIN
10	Chitra Sharma	61	DIKSHA SHARMA
11	Daljeet Kaur Saluja	62	GORISHA SONI
12	Deepak Kumar	63	HARSHVARDHAN SHARMA
13	Dinesh Saran	64	HRICHA SHARMA
14	Dinesh Saran	65	KARAN BHATLA
15	Divya Nahar	66	KHUSHBOO AGARWAL
16	Divya Saraf	67	MADHAVI RATHORE
17	Geeta Minocha	68	MANSHA PARMAR
18	Hansraj Choudhary	69	NEHA IDNANI
19	Harish Kumar	70	NISHA SAINI
20	Indu Kumari	71	PAYAL GUPTA
21	Jyoti Jain	72	PRATHVI SINGH RAJAWAT
22	Kapil Kumar Jangid	73	PRATIKSHA MITTAL
23	Keshav Mishra	74	PRAVEEN PAREVA
24	Khushboo Jain	75	PREMANAND
25	Lorin Jhala	76	PRIYANKA KUMARI
26	Madhusudan Nimbark	77	RADHA GAUTAM
27	Manish Kumar	78	RAMAN TAILOR
28	Manpreet Kaur	79	RISHABH GUPTA
29	Monalisa Sharma	80	RIYA MALVIYA
30	Ms. Neelam	81	RUKMANI JANGID
31	Neha Nidhi	82	SALONI VYAS
32	Nikita Rathore	83	SHAFaq ARIF ANSARI
33	Payal Vijayvargiya	84	SHASHANK VASHISTHA
34	Pranchal Mittal	85	SHIKHA VIJAY
35	Pratibha Bishnoi	86	SHIVANI DANGAYACH
36	Praveen Manak	87	SHOBHIT SETHI
37	Pritam Kumar	88	SONAKSHI DADHICH
38	Priyanka Kala	89	SOURABH KHATRI

39	Rahul Nitharwal
40	Ramawatar
41	Sakshi
42	Sebiya Mareja
43	Shiv Charan Sharma
44	Shubham Choudhary
45	Shubham Varshney
46	Siji Rachel Mathew
47	Somiya Gaur
48	Surendra Jat
49	Surendra Singh
50	Tuba Rafiq
51	Uma Sharma

90	SWATI KHANDELWAL
91	TRAPTI MADATWAL
92	VAIBHAV JAIN
93	VARSHA AGARWAL
94	VIKAS HIRANI
95	VINAY SHARMA
96	VIPUL SHARMA
97	VIVEK SHARMA