

No	Program	Category
1	How to start Export Business	International Marketing
2	Direct/Indirect Exports	International Marketing
3	Type of Exports - Merchant/Manufacturer etc	International Marketing
4	Licensing, Franchising, Wholly owned subsidiary, Joint Venture, Merger & Acquisition	International Marketing
5	FII/FDI	International Marketing
6	INCOTERMS – 2010 – ICC, Paris – Obligations to Buyers & Sellers	TRADE FINANCE
7	METHODS OF International PAYMENTS, Payment Terms & ROLE OF BANKS, UCP 600, URC 522 and URDG 758	TRADE FINANCE
8	Letter of credit: Purpose, Types, Parties, Operation, Documentation, Risks, Advantages & disadvantage, UCP 600	TRADE FINANCE
9	International Gurantees - URDG 758, ISBP 745	TRADE FINANCE
10	Inflows/Outflows/Remittances - FEMA 1999 liberalisations	TRADE FINANCE
11	Export-Import Procedure, Documents used in International Trade Role of EDPMS, IDPMS	TRADE FINANCE
12	Export Finance: Pre shipment & Post Shipment Credit in Rupee and Foreign Currency	TRADE FINANCE
13	Import Finance: Letter of Credit, Buyer credit and Supplier Credit.	TRADE FINANCE
14	Trade Finance Strategies to reduce interest cost with Hedging	TRADE FINANCE
15	Strategies for availing and liquidating RPC, PCFC, Bills Discounting, Crystallisation of bills	TRADE FINANCE
16	Factoring & Forfaiting	TRADE FINANCE
17	Trade Credit Insurance - ECGC Role/Policies and impact of Sanctions and War on International Trade	TRADE FINANCE
18	Costing & Pricing - Cost Sheet with Incoterms	TRADE FINANCE
19	Accounting and Accounting Standards, hedge accounting	TRADE FINANCE
20	Impact of GST and Income tax provisions	TRADE FINANCE
21	Mark to Market (MTM) and role of FBIL, FEDAI etc	TRADE FINANCE
22	Forex Risk Management – Exchange Rate Mechanism, Role of CCIL in Forex with FX-Retail platform	Forex
23	Derivatives - Forwards, Futures, Options & Currency Swaps	Forex
24	Forex Risk Management Strategies	Forex
25	Forex risk policy, Benchmarking, MTM of Foreign Exchange Bookings/Loans	Forex
26	Monitoring of exposure, MIS reporting, Hedge ratio etc	Forex
27	Corporate Risk Management Policy/strategy	Forex
28	Revaluation/MTM of Spot and Forward Contracts, Future and option Contracts www.fedai.org.in	Forex
29	Banks - CRR, SLR, ALM, Transfer Pricing, Liquidty, Capital, Interest Rate & Risk Management	Funds Management
30	Corporates - Working Capital, Liquidity, Relationship, Risk & Rating Management	Funds Management

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31	Role of CCIL in Management, Trading and Guranteed Settlement	Funds Management
32	MM Products - Inter-bank Call, Term, TREP, CROMS - Inter-bank Repo, F-TRAC, Govt Securities thru NDS-OM, Retail Direct platform	Funds Management
33	Financial Planning for Individuals thru CCIL's - Retail Direct	Funds Management
34	Revaluation/MTM of IRS, MM & Securities Business of the Bank/Corporates www.fimmda.org.in or fbil.org.in	Funds Management
35	Role of Treasury in Banks, PD, Corporate and Financial Insitutuion with CCIL products	Treasury Risk Management
36	Role of MPC and interest rate management - SOFR etc	Treasury Risk Management
37	Role of Integrated Treasury - Front, Mid and Back office and Concurrent audit	Treasury Risk Management
38	Functions, Objectives, Concept & Organisation of Treasury	Treasury Risk Management
39	Management of CRR, SLR, Liquidity, Forex (Trade Finance), Money Market, Capital, Arbitrage, Asset-Liability, Liquidity and Relationship management	Treasury Risk Management
40	Working of Forex, MM, Securities, Capital Market, Investments & Derivative Products like Forwards, Futures and Currency/Interest Rate Swaps	Treasury Risk Management
41	Management of Risk and various Exposures and Inter-bank & Corporate Limits	Treasury Risk Management
42	Management of Risk by Mid-Office thru VaR, MTM and other risk management strategies	Treasury Risk Management
43	MTM of Forex, MM, Repo and other Securities - SLR-Non-SLR investments and Capital/Balance Sheet Management	Treasury Risk Management
44	Calculations of Yields - Current and YTM etc, IRS, OIS etc	Treasury Risk Management