



**B.V. Patel Institute of Management,
Uka Tarsadia University**



DATE 24-08-2022

Effective Quotations and Fixing the Right Payment Terms

**5th Session of Certification Course On Exim Taken By Shri Jenish K Akadia – Subject
Expert Of E Veg International Pvt Ltd Surat .**

B. V. Patel Institute of Management organised 5th class room lecture series of Certification course on EXIM was conducted on

Topic of discussion: - Payment terms and quotation in export and import

Venue of the course: - Room no 21 at BVPIM

Time: 12 to 2 pm

Total 25 students attended the 5th class room session.

Objectives of the 5th class room session

- To highlight the importance of drafting effective quotations for sales pitching.
- To make student practically understand the technical and commercial parts of the quotations.
- To discuss on the various payment term options available to exporters
- To build young and budding entrepreneurs who can build up exports
- Theoretical and practical implications of payment terms and effective quotations

About the session:-

The Resource Person Shri Jenish Kakadia faculty and trainer for EXIM Course from E VEG INTERNATIONAL PVT LTD-Surat has enlightened students with the need and urgency for understanding drafting effective quotations and fixing the right payment terms from customers in international markets.

Below points were explained in detail

1. List of currencies available in exports.

2. Type of payment terms and LC
3. Importance of documents under LC
4. Importance of documents under collection
5. Classification of export houses as per GOI
6. Importance of technical and commercial part of a quotations

Outcome: The Learning's to the students from the above 5th class are as under:-

Students learned the importance of innovative Entrepreneurial skills to excel in business for EXIM

- Students got lot of practical tips for payment terms and quotation preparations
- Practical tips on the role of export houses
- Practical strategies to ensure minimum blocking of money in outstanding.
- The motivation to excel and take up EXIM as a career option

