



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



**Date: 25-08-2022**

**Sourcing of Markets, Buyers and Institutions Involved in Promoting Export-Import**

**6<sup>th</sup> SESSION OF CERTIFICATION COURSE ON EXIM TAKE BY SHRI JENISH K  
AKADIA – SUBJECT EXPERT OF E VEG INTERNATIONAL PVT LTD SURAT .**

B. V. Patel Institute of Management organised 6<sup>th</sup> class room lecture series of Certification course on EXIM was conducted on 25-08-2022

Topic of discussion: Sourcing of markets, buyers and institutions involved in promoting export-import

Venue of the course: - GD Hall No 3 at Central Library

Time: 12 to 2 pm

Total 27 students attended the 6<sup>th</sup> class room session.

**Objectives of the 6<sup>th</sup> class room session**

- To highlight the importance of need to source new buyers, customer and markets
- To make student practically understand how to find the right product for the right market.
- To discuss the right STP policy for EXIM firms.
- To build young and budding entrepreneurs who can build up exports
- Theoretical and practical implications of all institutions involved in boosting and promoting exports from India.

**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 and implementing the GST compliances for Export and importing firms with due importance to build up a culture for service orientation within exporting firms.

Below points were explained in detail

1. Selection of the right product for the right markets
2. How to innovatively sources new customers ,suppliers and markets
3. How to build relationship with all stake holders in EXIM
4. How to use innovative social media for the advantage to EXIM firms.
5. How to compete innovatively in global markets.

**Outcome:** The Learning's to the students from the above 6<sup>th</sup> class are as under:-

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

- Students got lot of practical tips of drafting the right STP for exporting firms.
- Practical tips on how to build relationship management with all stakeholders in exports.
- The motivation to excel and take up EXIM as a career option

