



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



Export-Import Certificate Course Session: 6

**Session on Challenges in finding right market for right products and services
in EXIM communication with buyer's and GST compliances in Exports.**

Date: 23-08-2023

Date of Event	23-08-2023
Venue	GD Hall No 3 at Central Library
Time	12:00 to 2:00
Total No. of Participants	22
Export Name	CA Kaushik Bhalala
Event Coordinator	Mr. Parvez Malek
Event Category	Export-Import Certificate Course
Program objective	<ul style="list-style-type: none">• To highlight the importance of drafting effective sales pitch to international customers• Theoretical and practical implications of GST Compliances for EXIM.
Program outcomes	At the end, students able understand the different GST compliances for Export-Import Business and how to find buyers very efficient way.

The Resource Person 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. Effective communication policies for exporting firms.
2. How to innovatively handle resistance to change from employees and customers.
3. How to comply to GST norms of the GOI for EXIM.
4. Technicalities in GST Compliances.
5. How to minimize the customer objections at global levels.

Outcome The Learning's are as under, students learned the importance of innovative Entrepreneurial skills to excel in business for EXIM

- Students got lot of practical tips for how to comply to GST norms of GOI for EXIM.
- Practical tips on how to build a culture to respond and not react while dealing with international customers.
- The motivation to excel and take up EXIM as a career option.