



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



**Date: 06-07-2023**

**Session of “Introduction and Overview of EXIM Certification Course Journey”**

**Objectives of the 1st class room session**

- To highlight the importance of Exports as an entrepreneurial option by designing by taking existing business to new heights, start-up or work with EOU firms.
- To make students also realize the importance of the course and also on the designed outline of the way forward teaching pedagogy
- To make student practically understand the attitude, skills and knowledge required for EXIM.
- To build young and budding entrepreneurs who can build up exports
- Theoretical and practical implications of the subject course designed to bridge the gap in exports from India
- To introduce students with the external training partner on EXIM M/S. E VEG INTERNATIONAL PVT LTD, SURAT.
- To orient students on the teaching pedagogy of E-VEG International Pvt Ltd, Surat.

<b>Date</b>	<b>06-07-2023</b>
<b>Venue:</b>	Class Room No. 32, BVPIM
<b>Speaker</b>	Dr. Vijay Gondaliya
<b>Class:</b>	TYBBA
<b>Coordinator</b>	Dr. Vijay Gondaliya and Mr. Parvez Malek
<b>Category</b>	Student Development Cell / Export-Import Certificate Program

**About the session :-**

The Resource Person Dr Vijay Gondaliya Sir- Director at BVPIM had enlightened students with the need and urgency for capitalizing on Exports Potential round the globe with a solutions-based approach

- He also stressed on the need of the hour to bridge the gap of exports from India and also leveraged on the course outcome aligned up with the theoretical framework vs practical learning modules planned for course.

- He also had discussed insights on successful execution strategies and techniques of various business segments. Even practical case studies were discussed along with highlighting the mistakes made by successful business entrepreneurs on EXIM platforms
- Discussion on the journey of the course with both field visits and entrepreneurial session by exporters shall be conducted to make the course live and connected to the mission of adding youth as a career option for exports
- Entire syllabus along with the teaching pedagogy was discussed to students for the EXIM Course.

**Outcome:**

The Learning's to the students from the above game changer forum are as under Students learned the importance of innovative Entrepreneurial skills to excel in business for EXIM

- The need to solve problems of customers and serve customers innovatively thru effective CRM and generate EXIM
- The pedagogy of the syllabus which has both theoretical and practical learning's
- The motivation to excel and take up EXIM as a career option

We are extremely thankful Dr Vijay Gondaliya Sir- Director B V Patel Institute of Management for approval to conduct EXIM Certifications course for TYBBA Students.