



सूक्ष्म, लघु एवं मध्यम उद्यम मंत्रालय  
विकास आयुक्त (सूक्ष्म लघु एवं मध्यम उद्यम)  
एमएसएमई विकास एवं सुविधा कार्यालय, इंदौर

## MANAGEMENT DEVELOPMENT PROGRAMME (MDP) - 05 DAYS (ON EXPORT DOCUMENTATION FROM 12.02.2024 to 16.02.2024)

MSME DFO (formally MSME-DI), Indore is organising Five Days “Management Development Programme” on Export Marketing at Indore in association with Association of Industries Madhya Pradesh (AIMP), DGFT, ECGC, FIEO, EAI and SEZ from 12.02.2024 to 16.02.2024 for the benefits of MSME Entrepreneurs/Managerial and Supervisory Staff/ Aspiring and Prospective Exporters/Start-ups. (Organiser – MSME DFO, 10 Ploground Indl. Estate, Indore)

**Programme Coverage :-** Preliminaries for starting Export Business, Registration Process, Understanding risk in International Trade and their Mitigation, Selection of the Export Market, Buyer Finding, Negotiating and Pricing, Entering into an Export Contract and Methods of Payment Settlement, Role of DGFT, ECGC, FIEO, EIA and their Policies, Foreign Exchange, Duties, packaging and Many more.

**Date – 12.02.2024 to 16.02.2024**

**Timings – 10.30 AM to 05.30 PM**

**Venue –**Conference Hall, Association of Industries Madhya Pradesh (AIMP), Udyog Bhawan, Pologround Industrial Estate, Indore – 452015, M.P.

**Eligibility –** MSME Entrepreneurs and their Managerial and Supervisory Staff having valid MSME Registration (Udyam)/ Aspiring and Prospective Exporters/Start-ups.

**Course Fee – Rs. 500/- (Free for SC/ST/Women/PH/BPL)**

**No. of Participants –** Maximum intake will be 30 Nos. Seats are reserved on First-Cum-FirstServe basis.

How to Apply – Application form will be downloaded from Official Website ([www.msmeindore.nic.in](http://www.msmeindore.nic.in)) under ESDP Scheme and submitted in the office latest by 09.02.2024 with all supporting documents. Contact Person – Mrs. Alka Raikwar, UDC