



**GOVERNMENT OF TELANGANA**  
**DR. MCR HUMAN RESOURCE DEVELOPMENT INSTITUTE OF TELANGANA**  
**Centre for Law & Public Administration (CLP)**  
**Three Week ITEC-Capacity Development Course on**  
**Foreign Trade & Investment for Commercial Diplomats from Egypt**  
(Sponsored By Ministry of External Affairs, Government of India)

**12<sup>th</sup> to 30<sup>th</sup> August, 2024**

**Course Director: Dr. Madhavi Ravulapati, Professor,**  
Head-Centre for Law & Public Administration (CLP) &  
Centre for International Relations & Security (CIS)

**Learning Outcomes:** At the end of the program, the participants will be able to:

- disseminate knowledge about international trade flows and trade agreements including the climate agreements
- provide an in-depth understanding of the trade promotion policies that are being implemented in India to boost exports
- develop skills in product market analysis to design policies to promote exports and to improve international competitiveness
- provide a comprehensive coverage of export import procedures to facilitate easy movement of goods and documents
- understand the role of eCommerce in facilitating cross border trade transactions and the risks involved
- formulate effective policies and investment incentives for attracting foreign direct investment by studying global best practice
- develop trade promotion policy framework that would increase trade flows and reduce trade barriers
- facilitate access of businesses to international markets by formulating policy framework and export incentives
- support businesses in promoting cross border trade by leveraging eCommerce.

**Daily Morning Activity (YOGA): from 6.30 am to 7.30 am**

**Tentative Session Plan**

(Day-1 – 12.08.2024-Monday)			
Time	Session	Suggested Methodology	Name of the Resource Person
09.45am to 10.10am	Inaugural Ceremony		<b><u>Chief Guest</u></b> <b>Dr. Shashank Goel, IAS</b> DG, Dr. MCR HRD IT & Spl. CS to Govt. of Telangana, <b>Dr. Madhavi Ravulapati</b> <b>Course Director</b>
10.10.am to 11.20am	Registrations		<b>Nodal Officer</b>

<b>11.20 am to 11.40 am</b>	<b>Tea Break</b>		
11.40am to 01.20pm	<b>Ice-Breaking</b>	PPTs, Group Work, Case-lets Discussion, etc.	<b>Wing Commander (Retd.) Udoy Narayan Ganguly (9247482939)</b>
01.20 pm	<b>GroupPhoto with DG</b>		
<b>1.30 pm to 2.30 pm</b>	<b>Lunch Break</b>		
2.30pm to 4.00pm	Global Agenda for Sustainability and Leveraging Trade Agreements for Climate Action	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr Anjali Rajan</b> Assistant Professor Mahindra University 9831156188
<b>4.00pm to 4.30pm</b>	<b>TEA BREAK</b>		
06.00pm to 09.00pm	<b>Cultural Program followed by Dinner hosted by the Director General</b>		
<b>Day-2 (13.08.2024) Tuesday</b>			
9.30am to 08.00 pm	Tour of Hyderabad		
<b>Day-3 (14.08.2024) Wednesday</b>			
09.30 to 11.00 am	<b>Foreign Trade Transactions -</b> Basic Concepts, the agencies such as insurance, logistics, packing, etc., involved and their roles, Logistics & Cargo Insurance	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri ArvindDake</b> Vice President Axis Bank, Forex, Hyderabad (9391121433)
<b>11.00am to 11.30am</b>	<b>Tea Break</b>		
11.30am to 01.30 pm	<b>Export and Import procedures :</b> Applicable laws, procedures for exporting and importing	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri ArvindDake</b>
<b>01.30am to 02.30 pm</b>	<b>LUNCH BREAK</b>		
02.30 pm to 07.00pm	Visit to GMR Aero city - Green Building		
<b>Day-4 (15.08.2024) Thursday</b>			
08:30am to 10:30am	Indian Flag hoisting by the Director General, Dr. MCR HRD IT on the eve of <b>Indian Independence day</b>		
10.30am to 11.30 pm	<b>Trade Finance -Incoterms, Letters of Credit:</b> Inco terms, and Letters of Credit	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr. Kishore Nuthalapati</b> Corporate Finance Professional (9949094240)
<b>11.30am to 11.45am</b>	<b>TEA BREAK</b>		
11.45am to 01.00 pm	<b>Trade Finance - Incoterms, Letters of Credit: Inco terms, and Letters of Credit</b>	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr. Kishore Nuthalapati</b>
<b>01.00pm to 02.30 pm</b>	<b>LUNCH BREAK</b>		
2.30pm to 8.00 pm	Shopping		

<b>Day-5 (16.08.2024) Friday</b>			
9.30 to 11.30 am	<b>Global Trade Flows:</b> Features of global trade, volumes, trade constraints, sanctions, etc.	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr.Sachin Kumar Sharma,</b> Professor, Centre for WTO Studies, Indian Institute of Foreign Trade, New Delhi (9818885835)
<b>11.30am to 12.00noon</b>	<b>TEA BREAK</b>		
12.noon to 01.30 pm	<b>Foreign Policy, WTO, Trade Agreements and Trade Barriers, G20, BRICS, NAM, etc.:</b> Unilateral, Bilateral, Multilateral trade agreements, Free Trade Agreements, Most Favoured Nation concepts, etc.	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr.Sachin Kumar Sharma</b>
<b>01.30 pm to 02.30 pm</b>	<b>LUNCH BREAK</b>		
02.30 pm to 06.00 pm	Visit to Bharat Biotech & Sai life Sciences Ltd., Genome Valley, Hyderabad		
<b>Day-6 (17.08.2024) Saturday</b>			
08:00am to 08:00pm	<b>Visit to Warangal District (Heritage Sites recognized by UNESCO)</b>		
<b>Day-7 (18.08.2024) Sunday (Rest Day)</b>			
<b>Day-8 (19.08.2024) Monday</b>			
9.30 am to 11.00 am	International Business Environment	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri Sharat Chandra Satpathy, ITS (Retd.)</b> (9867555111) sharatsatpathy@gmail.com
<b>11.00 am to 11.30 pm</b>	<b>TEA BREAK</b>		
11.30 am to 01.30pm	Role of Special Economic Zones, PLI & Food Park etc. in promoting International Trade	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri Sharat Chandra Satpathy</b>
<b>01.30pm to 02.30pm</b>	<b>LUNCH BREAK</b>		
2.30pm to 7.00 pm	Visit to T-Hub		
<b>Day-9(20.08.2024) Tuesday</b>			
9.30 to 11.00 am	Identifying Products and Services for Export and Import	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri Sharat Chandra Satpathy, ITS (Retd.)</b> (9867555111) sharatsatpathy@gmail.com
<b>11.00am to 11.30am</b>	<b>TEA BREAK</b>		
11.30am to 01.30 pm	Care to be taken in Identifying Products and Services for Export and Import	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri Sharat Chandra Satpathy</b>

01.30 pm to 02.30 pm	<b>LUNCH BREAK</b>		
2.30pm onwards	Visit to Waverock SEZ – TCS, Hyderabad		
<b>Day-10(21.08.2024) Wednesday</b>			
08.00am to 08.00pm	Field Visit - Basavashakti Mega Food Park & Tractor Mahindra, Zaheerabad		
<b>Day-11(22.08.2024) Thursday</b>			
9.30 to 11.00 am	<b>Creating Markets across the Globe:</b> Focus on Pharma, Automobiles, Food Processing, and IT	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr.EnelliMuraliDarshan</b> Academician & Foreign Policy Expert, New Delhi (9849507790)
11.00am to 11.30am	<b>TEA BREAK</b>		
11.30am to 01.30 pm	<b>Promoting Egypt as a Gateway for Global Trade:</b> Policy Issues	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr.EnelliMuraliDarshan</b>
01.30 pm to 02.30 pm	<b>LUNCH BREAK</b>		
02.30 pm to 05:00pm	Visit to Indian School of Business		
<b>Day-12(23.08.2024) Friday</b>			
09.30am to 11.15am	Facilitating bilateral trade flows between Egypt and India – Product Market Analysis	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr.EnelliMuraliDarshan</b>
11.15am to 11.45am	<b>TEA BREAK</b>		
11.45am to 01.30 pm	<b>Facilitating bilateral trade flows between Egypt and India:</b> Group Presentation by Participants	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr.EnelliMuraliDarshan</b>
01.30 pm to 02.30 pm	<b>LUNCH BREAK</b>		
02.30 pm to 06.00 pm	Visit to Inland Container Depot, Hyderabad		
<b>Day-13(24.08.2024) Saturday</b>			
8.00 am to 08.00 pm	<b>Visit to</b> Call on Minister of IT & Industries		
<b>Day-14 (25.08.2024) Sunday (Rest Day)</b>			
<b>Day-15 (26.08.2024) Monday</b>			
9.30 am to 11.00 am	<b>Scope of IT and role in Global Trade :</b> IT solutions and scope in ensuring smooth global trade	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri Rajesh Duddu</b> Partner, PWC, Advisor to GoI
11.00 am to 11.30 pm	<b>TEA BREAK</b>		
11.30 am to 01.00pm	e-Governance and demonstration of e-Governance portals	PPTs, Group Work, Case-lets Discussion, etc.	<b>Smt. Ramadevi Lanka</b> Director, Emerging Technologies, GoI

<b>01.00pm to 02.00pm</b>	<b>LUNCH BREAK</b>		
2.00pm to 6.00 pm	Visit to Hatsun Agro Products Ltd, Hyderabad		
<b>Day-16(27.08.2024) Tuesday</b>			
9.30 to 11.00 am	e-commerce basics, role of e-commerce in global trade, Best practices of e-commerce	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri M Pramod Reddy,</b> Advocate& Specialist in Business Arbitration 8008700997
<b>11.00am to 11.30am</b>	<b>TEA BREAK</b>		
11.30am to 01.30 pm	Evolution of e-commerce in global trade and impact of Artificial Intelligence on e-commerce	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri M Pramod Reddy</b>
<b>01.30 pm to 02.30 pm</b>	<b>LUNCH BREAK</b>		
2.30pm onwards	Visit to Amazon Hyderabad Campus		
<b>Day-17(28.08.2024) Wednesday</b>			
8.00 am to 08.00 pm	<b>Visit to</b> Ramoji Film City, Hyderabad		
<b>Day-18(29.08.2024) Thursday</b>			
9.30am to 11.00 am	Women Entrepreneurs and Role of Confederation of Indian Industry (CII)	PPTs, Group Work, Case-lets Discussion, etc.	<b>Ms VanithaDatla</b> VC & MD, Elico Ltd. and first Chairperson, CII, TG
<b>11.00am to 11.30am</b>	<b>TEA BREAK</b>		
11.30am to 01.30 pm	Leveraging Opportunities and Overcoming Challenges in promoting Global Trade–Way Forward	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr NilanjanBanik</b> Professor, School of Management Mahindra University (nilanjan.banik@mahindrauniversity.edu.in)
<b>01.30 pm to 02.30 pm</b>	<b>LUNCH BREAK</b>		
02.30 pm to 05:00pm	Visit to 700 Apps company in Vaishnavi Cynosure, Gachibowli (Egyptian Company operating with key presence in Hyderabad as well)		
<b>Day-19(30.08.2024) Friday</b>			
09.30am to 11.00am	<b>Negotiating skills – dealing with trading partners and agents :</b> Parties involved in a cross border transaction, how to choose them, how to negotiate and finalize commercials	PPTs, Group Work, Case-lets Discussion, etc.	<b>Sri M Pramod Reddy</b>

<b>11.00am to 11.30am</b>	<b>TEA BREAK</b>		
11.30am to 12.30 pm	India's Innovative Schemes for Development and Welfare	PPTs, Group Work, Case-lets Discussion, etc.	<b>Dr.MadhaviRavulapati,</b> Professor, Course Director Head-Centre for Law & Public Administration (CLP) & Centre for International Relations & Security (CIS) Dr. MCR HRD IT
12.30pm to 01.30pm	<b>End Course Assessment Test</b>		
01.30 pm to 02.30 pm	<b>LUNCH BREAK</b>		
04.00 pm	<b>Valedictory Ceremony</b>	Chief Guest <b>DrShashankGoel , IAS</b>	
04.30 pm to 05.00pm	<b>HIGH TEA</b>		
<b>Day-20(31.08.2024) Saturday</b> <b>Return Journey</b>			