

Syllabus for Agri-Export Business Operator

Course Name	Agri-Export Business Operator
Sector	Agriculture
Course Code	AGR/2024/AEBO/283
Level	4
Occupation	Agri-Export Business Operator
Job Description	An Agri-Export Business Operator is responsible to operate the entire export procedure, from quotation preparation to proforma invoice, packing list, commercial invoice, application of phyto sanitary certificate, health certificate, all kinds of documentation, forex banking including issuance of EBRC. They monitor packaging processes, ensure quality standards and adhere to established protocols for hygiene and sanitation. The Operator also makes liaison with the all-line departments to obtain the various certificates.
Course Duration	Total Duration 480 Hrs (T-150, P-210, OJT-60, Employability Skills-60)
Trainees' Entry Qualification	<ul style="list-style-type: none"> • 12th grade pass • Completed 2nd year of 3-year diploma (after 10th) • Pursuing 2nd year of 3-year regular Diploma (after 10th) <ul style="list-style-type: none"> • 10th grade pass with two years of any combination of NTC/NAC/CITS or equivalent. <ul style="list-style-type: none"> • 8th pass plus 2-year NTC plus 1-Year NAC plus 1-Year CITS • 10th grade pass and pursuing continuous schooling (for 2-year program) • 11th Grade Pass and pursuing continuous schooling • Previous relevant Qualification of NSQF Level 3.0 with minimum education as 8th Grade pass with 3-year relevant experience • Previous relevant Qualification of NSQF Level 3.5 with 1.5-year relevant experience
Trainers Qualification	<p>Agri Marketing Expert with the qualification & experience: MBA/M. Sc.(Ag.) in Agribusiness Management or equivalent from a recognized University/ Institute with 3+ years of relevant experience in Agribusiness/ Agri. Marketing/ Value Chain Development including Post Harvest Management and working with FPOS/Large Farmers groups etc.</p> <p>Crop Husbandry Expert with the qualification & experience: Graduate in Agriculture from a recognized University with 5+ years of relevant experience in crop production techniques, technology intervention and working with quarantine pests, etc.</p> <p>Social Mobilization Expert with the qualification & experience: Graduate in Rural Development/ Social Work or Graduate with a Diploma in Rural Development/Social Work from a recognized University/Institute with 5+ years of relevant experience in the mobilization of farmers, field demonstrations, organizing village level meetings, etc.</p> <p>Information Technology Expert with the qualification & experience: B.Tech. / BCA in Computer Science/ Information Technology or equivalent from a recognized University/Institute with 3+ years of relevant experience in handling IT-related assignments, MIS development, advertisement on social media, etc.</p> <p>Law & Accounts Manager with Qualification & Experience: B.Com. with 5+ years</p>

	and Chartered Accountant with a minimum of 5+ years experience in export compliances.
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Structure of Course:

Module No.	Module name	Outcome	Theory (Hrs)	Practical (Hrs)	Total (Hrs) [Multiple of 30]
1	Concept of Modern Marketing, Demand-based Supply Chain Management and Value Chain Management	Illustrate the concept of modern marketing & demand-based supply chain management and apply it in the case of exports.	20	10	30
2	Overview of foreign trade, Role & Responsibilities of the various line Dept. of Govt. of India related to Export	Illustrate about the export & import, roles & responsibilities of various line dept., understand the importance of the Agri Produce Export of an agri oriented country, how a country can grow with the agri export like ours, identify the opportunities at the international market.	40	50	90
3	Selection of Product & Packaging Protocol	Identify the product, understand their self-life, specification, procurement area, understand the HSN code along with analyse the export data before starting the export, comprehend the packaging system including the quality of the packaging material.	10	20	30
4	Incoterm, Documentation & Calculation of Pricing, Role of Bank in International Trade & Management of Risk	Demonstrate the international commercial terms, prepare the agreement & quotations, commercial invoice and packing list, understand the role of the AD Bank in international trade and identify the risk which can be minimize by the different way.	30	60	90

Module No.	Module name	Outcome	Theory (Hrs)	Practical (Hrs)	Total (Hrs) [Multiple of 30]
5	Marketing & Buyer Finding	Demonstrate the benefit of Online marketing on social media, benefit of Exhibition & Trade Fairs, utilization of Friends & relatives and Chamber of commerce, usage of search engines.	10	50	60
6	Bilateral Trade Relationship between India & Other countries.	Describe the treaty/Free Trade Agreement with Australia, UAE, SAARC Countries, Coming Free Trade Agreement with the UK and Foreign Trade Policy of India	30	0	30
7	Compliances & Benefit from the Various Govt. Agencies and Role of different agencies in International Trade	Demonstrate the process of GST (Good and Services Tax) Return and Refund, Annual Audit, various benefit from various Govt. Agencies, EDPMS (Export Data Processing and Monitoring System)Compliances, FEMA (Foreign Exchange Management Act), FERA (Foreign Exchange Regulation Act) and PMLA (Prevention of Money Laundering) Act Guidelines, Role of WTO (WORLD Trade Organization) , IPPC (International Plant Protection Convention) & WCO (World Customs Organization)	10	20	30
8	OJT	Visit of Agri-Export Oriented Packing House, Sea Port, Airport, Land Port & Cargo Complex. Office Operations, Pack House & farmers field observation	0	60	60
9	Employability Skill	As per Guided curriculum	60	-	60
TOTAL			210	270	480

SYLLABUS:**Module No.1: Concept of Modern Marketing, Demand-based Supply Chain Management and Value Chain Management**

Outcome: Illustrate the concept of modern marketing & demand-based supply chain management and apply it in the case of exports.

Theory content:

- 1.1 Explain the supply-based and demand-based supply chain management.
- 1.2 Illustrate value chain management.
- 1.3 To know how to estimate demand (crop-specific and product-specific) in India and abroad.
- 1.4 To understand how to locate crop-specific and product-specific agri-export zones.
- 1.5 To know about contract farming.
- 1.6 To understand how to create new agri-export zones.

Practical Content:

- 1.1 To know the application process of demand-based supply chain management.
- 1.2 To visit traditional agricultural markets and identify challenges and opportunities in traditional markets.
- 1.3 To visit modern markets and identify the technological advancements in modern markets
- 1.4 To visit the agri.-export zones
- 1.5 To visit contract farms. Interact with farmers, buyers and contractual partners.
- 1.6 Prepare the report of modern marketing

Module No. 2: Overview of foreign trade, Role & Responsibilities of the various line Dept. of Govt. of India, related to Export

Outcome: Illustrate about the export & import, roles & responsibilities of various line dept., understand the importance of the Agri Produce Export of an agri oriented country, how a country can grow with the agri export like ours, identify the opportunities at the international market.

Theory Content:

- 2.1 Explain the definition of Export & Import,
- 2.2 Understand the importance of the Agri Produce Export,
- 2.3 How a country can grow with the agri export,
- 2.4 Understand the Mission & Objective of the International Agri Trade,
- 2.5 Understand the Opportunities of International market,
- 2.6 Process to set up an Agri- Business entity,
- 2.7 Identification of the Position of India in International agri-market,
- 2.8 To know the Role & Responsibilities of DGFT (Director General of Foreign Trade), APEDA (Agricultural and Processed Food Products Export Development Authority) , EIC (Export Inspection Council), SHEFEXIL (Shellac and Forest Products Export Promotion Council) , Spice Board, Customs, Air, Sea & land Port Authority, DPPQS (Directorate of Plant Protection, Quarantine & Storage) , Wildlife Dept., Forest Dept, State Agri Marketing Dept., Horticulture Dept., Agriculture Dept., Foreign Affairs Dept. FSSAI and Food Laboratory on in international trade,

Practical Content:

- 2.1 Demonstrate the application process of IEC,
- 2.2 Identify and select the type of exporters and application process of RCMC (Directorate of Plant Protection, Quarantine & Storage) with the different EPC
- 2.3 Role play scenario with seller and buyer and interact for exports and imports
- 2.4 Conduct a market analysis for a specific agricultural product, identifying potential markets, consumer preferences.
- 2.5 Develop a market entry strategy
- 2.6 Develop business plan with contract farming covering aspects of financing, logistics, supply chain and compliance with international regulations
- 2.7 Simulate a scenario involving the collaboration of DGFT, APEDA, EIC, SHEFEXIL, Spice Board, Customs, Port Authorities, DPPQS, Wildlife Dept., Forest Dept., State Agri Marketing Dept., Horticulture Dept., Agriculture Dept., Foreign Affairs Dept., FSSAI, and Food Laboratory in ensuring smooth international trade operations.

Tools & Equipment needed:

Laptop/Computer, Printer, Projector, Internet, White Board, Marker Pen (3 colour) is required.

Module No.3: Selection of Product & Packaging Protocol

Outcome: Identify the product, understand their self life, specification, procurement area, understand the HSN code along with analyse the export data before starting the export, comprehend the packaging system including the quality of the packaging material.

Theory Content:

- 3.1 To understand the products opportunities in our state, knowledge, specification & self life etc. including guideline of the product selection and identify the sourcing area of different agro product.
- 3.2 Process to mobilize the farmers for good agriculture practice to grab the international Opportunities.
- 3.3 Understand the packaging system, Packaging material with their specification, sourcing of the Packaging materials, storage of packaging material.
- 3.4 Understand the various type of container for product stuffing.

Practical Content:

- 3.1 Know about the HSN (Harmonized System of Nomenclature)code.
- 3.2 Analyze the export data before starting the export,
- 3.3 How to test the procedure to test the packaging material whether it is up to the mark or not
- 3.4 Identify potential agro-products, their specifications and shelf life
- 3.5 Prepare the list of product specification and shelf-life assessment
- 3.6 Design and execute an awareness campaign aimed at educating local farmers on international standards, certifications and sustainable agricultural practices
- 3.7 Identify packaging materials and their specifications along with sourcing and storage considerations.
- 3.8 Familiarize with various types of containers suitable for agro -Product transportation
- 3.9 Simulate the process of stuffing agro-products into containers considering product type, weight distribution and temperature control

Tools & Equipment needed:

Laptop/Computer, Printer, Projector, Internet, White Board, Marker Pen (3 colour) is required.

Module No.4: Incoterm, Documentation & Calculation of Pricing, Role of Bank in International Trade & Management of Risk

Outcome: Demonstrate the international commercial terms, prepare the agreement & quotations, commercial invoice and packing list, understand the role of the AD Bank in international trade and identify the risk which can be minimize by the different way.

Theory Content:

- 4.1 To understand the INCOTERM (International Commercial Terms)
- 4.2 To understand the Different payment & delivery term,

4.3 To know about the Role & Responsibilities of a CB.

4.4 To understand the opening of a Forex Bank A/C, EEFC (Exchange earner's Foreign Currency) A/C, Forward Contract of FC, submission of export docs to the bank and issuance of EBRC (Electronic Bank Realisation Certificate),

4.5 Function of the ECGC (Export Credit Guarantee Corporation), verification of buyer, Marine Insurance

4.6 Function of Chamber of commerce, Embassy,

4.7 Understand the role of Govt. And private inspection agencies

Practical Content:

4.1 Demonstrate the Export price calculation, Preparation of export sales agreement/ quotation, proforma invoice, commercial invoice & packing list, filling of shipping bill to the Icegate Portal, Bill of lading, AWB, CoO, HC, PSC, different certificate for different product.

4.2 Understand the NSPM (National Security Presidential Memorandum) -11, NSPM-15, NSPM-20, NSPM-23.

Tools & Equipment needed:

Laptop/Computer, Printer, Projector, Internet, White Board, Marker Pen (3 colour) is required.

Module No.5: Marketing & Buyer Finding

Outcome: Demonstrate the benefit of Online marketing on social media, benefit of Exhibition & Trade Fairs, utilization of Friends & relatives and Chamber of commerce, usage of search engines.

Theory Content:

5.1 Benefit of Exhibition & Trade Fairs, utilization of Friends & relatives, effectiveness of foreign delegation.

Practical Content:

5.1 Demonstrate the benefit of Online marketing on Social Media like FACEBOOK, INSTAGRAM, LINKEDIN, WHATSAPP, Twitter, Email marketing, Google ad word, utilization of Website.

5.2 Demonstrate the working of Indian Trade Portal

5.3 Organize a mock exhibition and display various products or services. Interaction with visitors and presentation of the assigned products

5.4 Identify potential business opportunities within the friends,, relative and local chamber of commerce.

Tools & Equipment needed:

Laptop/Computer, Printer, Projector, Internet, White Board, Marker Pen (3 colour) is required.

Module No.6: Bilateral Trade Relationship between India & Other countries.

Outcome: Describe the treaty/Free Trade Agreement with Australia, UAE, SAARC Countries, Coming Free Trade Agreement with the UK and Foreign Trade Policy of India

Theory Content:

- 6.1 To understand the Free Trade Agreement with Australia, UAE, SAARC Countries,
- 6.2 Coming Free Trade Agreement with the UK,
- 6.3 Foreign Trade Policy of India
- 6.4 Free Trade agreement with the Bangladesh, Malaysia, Pakistan and different countries.

Practical Content:

There is no practical training

Tools & Equipment needed:

Laptop/Computer, Printer, Projector, Internet, White Board, Marker Pen (3 colour) is required.

Module No.7: Compliances & Benefit from the Various Govt. Agencies and Role of different agencies in International Trade

Outcome: Demonstrate the process of GST (Good and Services Tax) Return and Refund, Annual Audit, various benefit from various Govt. Agencies, EDPMS (Export Data Processing and Monitoring System) Compliances, FEMA (Foreign Exchange Management Act), FERA (Foreign Exchange Regulation Act) and PMLA (Prevention of Money Laundering) Act Guidelines, Role of WTO (WORLD Trade Organization), IPPC (International Plant Protection Convention) & WCO (World Customs Organization).

Theory Content:

- 7.1 Explain about the Duty Draw Back of Customs,
- 7.2 Describe the various benefit from various Govt. Agencies,
- 7.3 Demonstrate the function of the EDPMS Compliances,
- 7.4 Explain about the FEMA, FERA and PMLA Act Guidelines,
- 7.5 Function & Role of WTO, IPPC & WCO,

Practical Content:

- 7.1 Demonstrate the process of GST Return and Refund filling, GST Annual Audit
- 7.2 Prepare a list of various government agencies offering benefits and incentives to business
- 7.3 Create export documentation, submit required data and monitor the process
- 7.4 Demonstrate the procedure for applying legal frameworks related to foreign exchange management and money laundering prevention

Tools & Equipment needed:

Laptop/Computer, Printer, Projector, Internet, White Board, Marker Pen (3 colour) is required.

Module No. 8: OJT

Outcome: Visit of Agri-Export Oriented Packing House, Sea Port, Airport, Land Port & Cargo Complex. Office Operations, Pack House & farmers field observation

Theory Content:

There is no theory

Practical Content:

- 8.1 Demonstrate the process of Shorting, Grading & Packing,
- 8.2 To observe the Inspection procedure,
- 8.3 To observe Container stuffing,
- 8.4 To observe the handling of cargo,
- 8.5 Visit of Benapole,
- 8.6 Visit of Ghojadanga land port,
- 8.7 Visit of Kolkata international Airport and
- 8.8 Visit of Kolkata Sea Port,
- 8.9 Visit of Panitanki and
- 8.10 Visit of Jaigaon Land Port.
- 8.11 Visit of EIC Lab Visit

Tools & Equipment needed:

Computer, Projector, APEDA approved pack house, HWIT Plant, weighing scale, striping machine, Magnoscope, refracto meter, pH meter, RH Meter, fresh fruits & vegetables, Internet is required.

Module 9: Employability Skills (60 Hrs)**Key Learning Outcomes****Introduction to Employability Skills****Duration: 1.5 Hours**

After completing this programme, participants will be able to:

1. Discuss the Employability Skills required for jobs in various industries
2. List different learning and employability related GOI and private portals and their usage

Constitutional values - Citizenship**Duration: 1.5 Hours**

3. Explain the constitutional values, including civic rights and duties, citizenship, responsibility towards society and personal values and ethics such as honesty, integrity, caring and respecting others that are required to become a responsible citizen
4. Show how to practice different environmentally sustainable practices.

Becoming a Professional in the 21st Century**Duration: 2.5 Hours**

5. Discuss importance of relevant 21st century skills.
6. Exhibit 21st century skills like Self-Awareness, Behavior Skills, time management, critical and adaptive thinking, problem-solving, creative thinking, social and cultural awareness, emotional awareness, learning to learn etc. in personal or professional life.
7. Describe the benefits of continuous learning.

Basic English Skills**Duration: 10 Hours**

8. Show how to use basic English sentences for everyday conversation in different contexts, in person and over the telephone
9. Read and interpret text written in basic English
10. Write a short note/paragraph / letter/e -mail using basic English

Career Development & Goal Setting**Duration: 2 Hours**

11. Create a career development plan with well-defined short- and long-term goals

Communication Skills**Duration:****5 Hours**

12. Demonstrate how to communicate effectively using verbal and nonverbal communication etiquette.
13. Explain the importance of active listening for effective communication
14. Discuss the significance of working collaboratively with others in a team

Diversity & Inclusion**Duration: 2.5 Hours**

15. Demonstrate how to behave, communicate, and conduct oneself appropriately with all genders and PwD
16. Discuss the significance of escalating sexual harassment issues as per POSH act.

Financial and Legal Literacy**Duration: 5 Hours**

17. Outline the importance of selecting the right financial institution, product, and service
18. Demonstrate how to carry out offline and online financial transactions, safely and securely

19. List the common components of salary and compute income, expenditure, taxes, investments etc.

20. Discuss the legal rights, laws, and aids

Essential Digital Skills**Duration: 10 Hours**

21. Describe the role of digital technology in today's life
22. Demonstrate how to operate digital devices and use the associated applications and features, safely and securely
23. Discuss the significance of displaying responsible online behavior while

browsing, using various social media platforms, e-mails, etc., safely and securely

24. Create sample word documents, excel sheets and presentations using basic features
25. utilize virtual collaboration tools to work effectively

Entrepreneurship

Duration: 7 Hours

26. Explain the types of entrepreneurship and enterprises
27. Discuss how to identify opportunities for potential business, sources of funding and associated financial and legal risks with its mitigation plan
28. Describe the 4Ps of Marketing-Product, Price, Place and Promotion and apply them as per requirement
29. Create a sample business plan, for the selected business opportunity

Customer Service

Duration: 5 Hours

30. Describe the significance of analyzing different types and needs of customers
31. Explain the significance of identifying customer needs and responding to them in a professional manner.
32. Discuss the significance of maintaining hygiene and dressing appropriately

Getting Ready for apprenticeship & Jobs

Duration: 8 Hours

33. Create a professional Curriculum Vitae (CV)
34. Use various offline and online job search sources such as employment exchanges, recruitment agencies, and job portals respectively
35. Discuss the significance of maintaining hygiene and confidence during an interview
36. Perform a mock interview
37. List the steps for searching and registering for apprenticeship opportunities

Learning Outcome – Assessment Criteria

Module No.	Learning Outcome	Assessment Criteria
1	Illustrate the concept of modern marketing & demand-based supply chain management and apply it in case of exports.	<p>After completion of this module students will be able to:</p> <ol style="list-style-type: none"> 1.1 Articulate the concepts of supply based and demand based supply chain management 1.2 Describe the practical application of demand estimation techniques 1.3 Locate agri-export zones by evaluating the ability to apply geographical, environmental and market criteria to identify suitable areas 1.4 Identify challenges and opportunities within traditional agricultural markets through on site visits 1.5 Identify technological advancements in modern markets through on site visits 1.6 Interact with various stakeholders during visits to contract farms 1.7 Prepare report on modern marketing, considering factors such as clarity, organization and the incorporation of practical insights and

Module No.	Learning Outcome	Assessment Criteria
		recommendation
2	Illustrate about the export & import, roles & responsibilities of various line dept., understand the importance of the Agri Produce Export of an agri oriented country, how a country can grow with the agri export like ours, identify the opportunities at the international market.	<p>After completion of this module students will be able to:</p> <p>2.1 Describe about the importance of Agri-Export.</p> <p>2.2 Describe the objective of the Agri-Export.</p> <p>2.3 Describe the process to obtain the IEC.</p> <p>2.4 Describe the position of India in global agri-market</p> <p>2.5 Elaborate the Role of the DPPQS</p> <p>2.6 Elaborate the Role of the APEDA</p> <p>2.7 Describe the type of exporters in India.</p>
3	Identify the product, understand their self life, specification, procurement area, understand the HSN code along with analyse the export data before starting the export, comprehend the packaging system including the quality of the packaging material.	<p>After completion of this module students will be able to:</p> <p>3.1 Describe the potato, mango, mustard, lentil, fresh vegetables, rice, maize procurement zone of our states.</p> <p>3.2 Describe about the Good Agriculture Practice..</p> <p>3.3 Elaborate the BF and GSM of the paper.</p> <p>3.4 Describe the name & type of the container</p> <p>3.5 Elaborate the list of the GI tagged products of our states.</p> <p>3.6 Describe the HSN Code Number of the fresh vegetables, betel leaves, rice, mango, fresh turmeric</p>
4	Demonstrate the international commercial terms, prepare the agreement & quotations, commercial invoice and packing list, understand the role of the AD Bank in international trade and identify the risk which can be minimize by the different way.	<p>After completion of this module students will be able to:</p> <p>4.1 Describe the INCOTERM full form.</p> <p>4.2 Describe the L/C, DA & DP terms.</p> <p>4.3 Elaborate the Role & Responsibilities of a CB.</p> <p>4.4 Describe the benefit of EEFC A/C and Forward Contract of FC.</p> <p>4.5 Describe the function of ECGC and difference between ECGC and Marin Insurance.</p> <p>4.6 Describe the function of Chamber of commerce, Embassy,</p> <p>4.7 Describe the Role & Responsibilities of</p>

Module No.	Learning Outcome	Assessment Criteria
		a food lab. 4.8 Describe the difference between proforma invoice, commercial invoice. 4.9 Elaborate about the CoO. 4.10 Describe how the health certificate can obtain. 4.11 Describe the function of NSPM. 4.12 Elaborate the searching process of a shipping bill at icegate portal. 4.13 Describe the process to get the EBRC.
5	Demonstrate the benefit of Online marketing on social media, benefit of Exhibition & Trade Fairs, utilization of Friends & relatives and Chamber of commerce, usage of search engines.	After completion of this module students will be able to: 5.1 Benefit of Exhibition & Trade Fairs. 5.2 Describe the effectiveness of foreign delegation. 5.3 Describe the effectiveness of a FACEBOOK add. 5.4 Describe about the Indian Trade Portal.
6	Describe the treaty/Free Trade Agreement with Australia, UAE, SAARC Countries, Coming Free Trade Agreement with the UK and Foreign Trade Policy of India	After completion of this module students will be able to: 6.1 Describe the list of SAARC Countries. 6.2 Describe the Free Trade Country of India. 6.3 Elaborate the benefit of Free Trade Agreement 6.4 Describe the name of countries who have free Trade agreement with the Bangladesh. 6.5 Describe the benefit of RODTEP 6.6 Elaborate the Trade Barrier 6.7 Describe duration of Foreign Trade Policy of India
7	Demonstrate the process of GST (Good and Services Tax) Return and Refund, Annual Audit, various benefit from various Govt. Agencies, EDPMS (Export Data Processing and Monitoring System)Compliances, FEMA (Foreign Exchange Management Act), FERA (Foreign Exchange Regulation Act) and PMLA (Prevention of Money Laundering) Act Guidelines, Role of WTO (WORLD	After completion of this module students will be able to: 7.1 Describe the GST Return filling last date 7.2 Describe the GST Refund time frame. 7.3 Describe the reason of the controlling of Foreign Currency 7.4 Explain the role of WTO

Module No.	Learning Outcome	Assessment Criteria
	Trade Organization) , IPPC (International Plant Protection Convention) & WCO (World Customs Organization)	7.5 Explain the role of IPPC 7.6 Describe the number of countries who are the signatory of the WTO. 7.7 Describe the function of the EDPMS 7.8 Explain the role of WCO
8	OJT	Visit of Agri-Export Oriented Packing House, Sea Port, Airport, Land Port & Cargo Complex. Office Operations, Pack House & farmers field observation
9	Employability Skill	As per Guided curriculum

List of Tools, Equipment & materials needed for 30 Trainees (Practical)

SI No	Items Name	Specification	Qty
1	Laptop	Standard	1
2	Computer	Standard	4
3	Printer	Colour	1
4	Projector	Standard	2
5	Marker Pen	(Blue, Black and Green)	6
6	White Board	Standard	1
7	Weighing scale,	Standard	1
8	striping machine	Standard	1
9	Magnoscope 20X	Standard	1
10	Refracto meter	Standard	3
11	pH meter	Standard	3
12	RH Meter	Standard	3
13	LED Torch Light	Standard	3

Marks Distribution

Outcome	Outcome Code	Total Th marks	Total Pr marks	Total OJT marks
Illustrate the concept of modern marketing & demand-based supply chain management and apply it in the case of exports.	AGR/0263/OC1	20	90	0
Illustrate about the export & import, roles & responsibilities of various line dept., understand the importance of the Agri Produce Export of an agri oriented country, how a country can grow with the agri export like ours, identify the opportunities at the international market	AGR/0263/OC2	40	120	0
Identify the product, understand their self-life, specification, procurement area, understand the HSN code along with analyse the export data before starting the export, comprehend the packaging system including the quality of the packaging material.	AGR/0263/OC3	10	100	0
Demonstrate the international commercial terms, prepare the agreement & quotations, commercial invoice and packing list, understand the role of the AD Bank in international trade and identify the risk which can be minimize by the different way.	AGR/0263/OC4	30	130	0
Demonstrate the benefit of Online marketing on social media, benefit of Exhibition & Trade Fairs, utilization of Friends & relatives and Chamber of commerce, usage of search engines.	AGR/0263/OC5	10	110	0
Describe the treaty/Free Trade Agreement with Australia, UAE, SAARC Countries, Coming Free Trade Agreement with the UK and Foreign Trade Policy of India	AGR/0263/OC6	30	0	0
Demonstrate the process of GST (Good and Services Tax) Return and Refund, Annual Audit, various benefit from various Govt. Agencies, EDPMS (Export Data Processing and Monitoring System)Compliances, FEMA (Foreign Exchange Management Act), FERA (Foreign Exchange Regulation Act) and PMLA (Prevention of Money Laundering) Act Guidelines, Role of WTO (WORLD Trade Organization) , IPPC (International Plant Protection Convention) & WCO (World Customs Organization)	AGR/0263/OC7	10	100	0
Work in real job situation with special emphasis on basic safety and hazards in this domain (OJT).	AGR/0263/OC8	0	0	150
Employability Skills – 60 Hrs	DGT/VSQ/N0102	50	0	0