



**WORLD TRADE CENTER®  
MUMBAI**



# **WORLD TRADE INSTITUTE**

**Education Wing of**

## **WTC MUMBAI**

**Member of WTCA NY | Global network | 318 WTCs | Across 91 countries  
| Represents 1 million business houses |**

**[www.wtcmumbai.org](http://www.wtcmumbai.org)**

# WHO ARE WE?

## World Trade Center Mumbai (WTC Mumbai)

World Trade Center Mumbai was established on June 26, 1970. It was the vision of the eminent engineer of India and **Bharat Ratna Sir (Dr) M. Visvesvaraya** to build an international trade center in the city of Mumbai. In 1971 World Trade Center Mumbai became a member of the World Trade Centers Association, New York, a prestigious global network serving the cause of international trade worldwide.

The World Trade Center Mumbai is a not-for-profit organization providing a platform for multifarious trade services and infrastructure facilities. Recognised as a prestigious trade and business destination, the World Trade Center Mumbai is an iconic structure strategically located in the heart of the city. To create an enabling platform for trade research, education, training and trade facilitation which are integral and form the foundation of the mission.

## World Trade Centers Association, New York (WTCA, NY)

The World Trade Centers Association stimulates trade and investment opportunities for commercial property developers, economic development agencies and international businesses looking to connect globally and prosper locally. WTCA serves as an international ecosystem of global connections, iconic properties, and integrated trade services under the umbrella of a prestigious brand.



# INTRODUCTION TO **WORLD TRADE INSTITUTE (WTI)**

In the wake of globalisation, the world is witnessing sweeping changes in international trade. It is imperative for businesses to keep abreast of these changes by expanding and updating their information and knowledge base.

Trade Education fills the gap by providing necessary training and skills to students, professionals and entrepreneurs venturing into the global markets. **World Trade Institute**, the educational wing of the World Trade Center Mumbai, was established in 1991 to provide industry related educational programs to meet the requirements of trade, industry and corporate sector.

The courses are conducted with the support of state-of-the-art infrastructure. Experienced, highly qualified and competent faculty from trade and industry, top financial institutions and government departments are equipped to conduct the classes. Courses are widely recognized in India among industry and entrepreneurs, and abroad.

## **Examination**

The examination format will consist of Multiple Choice Questions (MCQs) with a 40 per cent weightage, Question-Answer sections of 40 per cent weightage and Internal Continuous Assessment with 20 per cent weightage. It is important to note that there will be no negative marking for MCQs. The total marks for each exam will be 100, and the minimum passing score required is 50 per cent.

## **Pedagogy**

The faculty will conduct the sessions using various techniques such as case studies, project assignments and other interactive methods to enhance participant engagement and interaction.

The World Trade Institute was set up 32 years ago for nurturing professional talent in quality education in Foreign Trade. WTI pioneered in introducing the following courses:

- Post Graduate Diploma in  
**Foreign Trade (PGDFT)**
- Post Graduate Diploma in  
**Foreign Exchange and Risk Management (PGDFERM)**
- Post Graduate Diploma in  
**Global Logistics and Supply Chain Management (PGDGLSCM)**
- Certificate Course in  
**Export-Import Business (CCEIB)**



The **World Trade Institute** consistently updates course curriculum as per the academic and industry standards. It has built a strong reputation as India's modern and innovative educational institute.



## POST GRADUATE **DIPLOMA IN FOREIGN TRADE (PGDFT)**

Since 1990s, the world started evolving into a closely interconnected global community and there arose an immediate demand for specialised knowledge across various business domains. This was essential for students, professionals, and entrepreneurs to navigate the intricacies of foreign trade, driven by the forces of globalisation. Recognizing the importance of adapting to this emerging global reality, WTC Mumbai made a significant decision in 1995 to transform its export marketing training program into the pioneering six-month **Post Graduate Diploma in Foreign Trade**.

This six-month course offers a thorough exploration of International Business and Foreign Trade, encompassing everything from fundamental principles to practical exposure, while allowing students the flexibility to discover their role in the global economy.



### **Modules**

- International Marketing
- India's Foreign Trade Policy
- Exim Financial Management
- Logistics Management
- Customs Management

### **Mode of Delivery**

- Weekday online sessions (three-days)
- Weekend offline sessions (one-day)

### **Fees**

Rs 45,000 plus 18% GST at the time of admission.  
Installment plan is also available.



## POST GRADUATE **DIPLOMA IN FOREX AND RISK MANAGEMENT (PGDFERM)**

The foreign exchange market stands as the largest financial market globally with a very significant growth rate. The increasing demand for foreign exchange activities, proficient handling and mitigation of FX risks across diverse asset categories are all essential to business and investment strategies.

This three-month **Post Graduate Diploma in Forex and Risk Management (PGDFERM)** course offers a comprehensive understanding of the foreign exchange market, its intricacies and extensive overview of risk management practices. The course will help in gaining a structured framework for managing foreign exchange risks, adaptable to their organisation's specific requirements when conducting international transactions.

### **Modules**

- Foreign Exchange
- Forex Risk Management
- International Trade Finance
- Technical Analysis

### **Mode of Delivery**

Weekend online and offline sessions

### **Fees**

Rs 30,000 plus 18% GST at the time of admission.  
Installment plan is also available.

# POST GRADUATE **DIPLOMA IN GLOBAL LOGISTICS AND SUPPLY CHAIN MANAGEMENT (PGDGLSCM)**

Global logistics serves as a highly effective route to achieving success in international trade. Although the quality and pricing of products are significant factors, it is the state-of-the-art logistics that serves as a crucial element in surmounting any hesitancy, potential customers may have towards trying new suppliers.

This three-month **Post Graduate Diploma in Global Logistics and Supply Chain Management (PGDGLSCM)** course provides comprehensive coverage of all aspects of logistical operations, including practical and pragmatic insights into shipping. The course has been crafted to equip students with the essential skills needed in this ever-evolving field. Combining both theoretical and practical insights into supply chain operations, this program empowers students to thrive in their professional journey.



## **Modules**

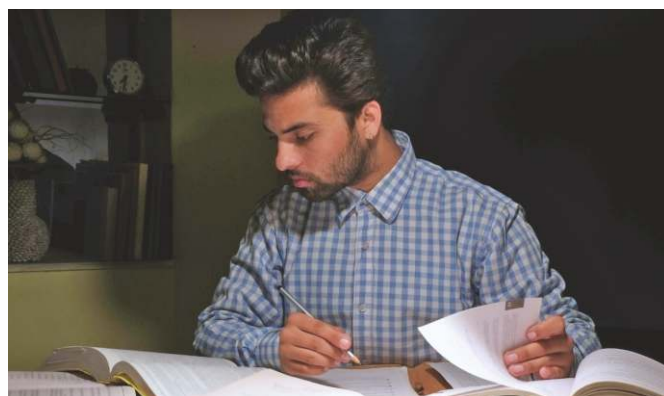
Global Logistics and Supply Chain Management  
Materials Management  
Distribution Management

## **Mode of Delivery**

Weekday online sessions (three-days)  
Weekend offline sessions (one-day)

## **Fees**

Rs 30,000 plus 18% GST at the time of admission.



# CERTIFICATE **COURSE IN EXPORT IMPORT BUSINESS (CCEIB)**

The **CERTIFICATE COURSE IN EXPORT IMPORT BUSINESS (CCIB)** is designed to cater to the aspirations of individuals aspiring to become international entrepreneurs.

This three-month course equips participants with knowledge in marketing, management, finance and international trade. The objective of the course is to train prospective faculty involved in curation and teaching various aspects of International Trade. While providing vocational training, the course will also address the skill gap and encourage youth to pursue entrepreneurship in foreign trade.

The course will establish a strong groundwork for budding small business proprietors, enabling them to achieve

sustained success in ventures and instill a global perspective in their entrepreneurial journey.

## **Modules**

International Marketing  
Export –Import Finance & Exchange Regulations  
National Foreign Trade Policy  
International Logistics  
Customs Procedure

## **Mode of Delivery**

Weekend online and offline sessions

## **Fees**

Rs 30,000 plus 18% GST at the time of admission.



## WHO SHOULD ENROL?

- Exporters and Importers
- MSMEs
- Entrepreneurs and Professionals
- International Marketing Professionals
- Domestic and International Government officials
- Manufacturers
- Shipping Companies
- Logistics Companies
- SEZ and EOU Units
- Freight Forwarders
- Bank Representatives
- Treasury Department Officials
- Faculty
- Analysts
- Fund Managers
- Investors
- Students

## OUR ALUMNI



**Priya Singh**  
Consular Officer  
Consulate General of Argentina, Mumbai



**Tushar Giri**  
Senior Surveyor  
Indian Register of Shipping, Mumbai



**Samrudhi K Pingle**  
Management Trainee  
Tata International Ltd., Mumbai



**Rajendra Shahane**  
Consultant for Import-Export Projects  
Veefin Solutions Limited, Mumbai  
(a fintech company in supply chain finance)



**Nikhil N Gharat**  
Business Development Manager  
Rochem India, Mumbai



**Nehal Tanna**  
International Business Manager  
Lykis Limited, Mumbai



**Ishita Ghosh**  
Associate (Imports Ordering Team)  
Tata Motors Ltd., Mumbai



**Ashvany Bansal**  
Vice President  
Urban Infrastructure Venture Capital Fund, Mumbai



**Ralph Jhirad**  
Managing Director - India  
McKenzie Global Sourcing Co Ltd., Mumbai



**Sakshi Sharma**  
Knowledge Transformation Manager  
Genpact, Bangalore

WTI has so far **trained 15,000 students**



**WE** promote  
showcase  
research  
teach  
facilitate **TRADE**

**THE ULTIMATE TRADE RESOURCE**



**SCAN HERE**  
for More Details

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