

Outcome Matrix for Export Diploma Programme

1604519 International Sales Promotion and Management	1604517 International Commercial Exhibitions Management	1604515 International Business Communications	1604511 Outsourcing and international Supply Chain Management	1604509 Basics of International Commercial Law	1604507 E- commerce	1604505 Export Pricing Policies	1604503 Payment Methods and Export Financing	1604501 Import and Export Management	11316045 Trade Negotiation	Program objectives
X	X	X	X	X	X	X	X	X	X	Acquire basic field knowledge
X									X	Cover trade negotiation skills
X	X	X	X	X	X	X	X	X	X	Cover theoretical aspects of exports and imports
X	X	X	X	X	X	X	X	X	X	Cover practical and applied aspects of exports and imports
X	X	X	X		X	X				Covers promotional and marketing aspects of exports
			X			X	X			Cover the finance and risk of international trade
X			X	X	X	X	X	X	X	Provide the ability to understand formal documents, and logistics of international trade

x	x	x				x				Acquire export pricing skills
x				x	x				x	Cover the legislative and regulatory aspects of exports and imports
x	x	x	x	x	x	x	x	x	x	Enable students to conduct research specialized in exports and imports