



**INTERNATIONAL ORGANIZATION FOR EDUCATIONAL DEVELOPMENT - IOED**  
International / Intergovernmental Organization for Educational Development (Research & Training), Security and Economic Cooperation  
*(Skill & Entrepreneurship Development Programs focusing on the start-up projects in Academic and Industry)*

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### **ENTREPRENEURSHIP DEVELOPMENT PROGRAM**

#### **Six days Entrepreneurship Development Program on Public Procurement, E-Procurement & Govt. e-Marketplace**

##### **Existing/Aspiring entrepreneurs will be preferred**

Introduction to Public Procurement, Legal, Procedural and Regulatory Frame Work of Public Procurement  
General Financial Rules and Government of India Procedures of Procurement of Goods, CVC Guidelines on Procurement  
Learning reinforcement exercise/case studies  
E-Procurement, Guidelines, Difference between Manual Procurement, E-Publishing and E-Procurement, infrastructure for e- Procurement, Digital Signature for E-Procurement  
Overview of Tender creation, Publishing, Opening and Evaluation of Technical and Financial Bids under e-Procurement  
GFR and GoI Guidelines for Procurement of Consulting services, Selection methods, Methods of evaluation  
Procurement (Outsourcing) of other (Non-consultancy) services  
Learning reinforcement exercise/case studies  
Government e-Market Place (GeM) – Introduction & Organizational Registration, Secondary user creation and registration  
General and Special conditions for buyers and sellers under GeM  
GeM-Procurement Cycle & Payment Procedures  
Various modes of procurements under GeM-direct purchase L1 purchase, Bidding and Reverse auction

##### **One day Seminar on Export Business**

**Fee:** Rs.2000/- (including GST, Tea & Lunch)

Introduction to Exports and Imports  
Basic Laws, Regulations  
How to start, Registrations & Memberships  
How to determine buyers and products  
Export sampling, costing and pricing  
Export shipments delivery terms e.g. FOB/C&F/CIF  
Export/Import payment terms  
Export Order execution processes  
Credit insurance  
Inspection of export goods QC  
IGST and Duty Drawback  
Duty free imports for export production  
100% EOU and SEZs