



॥ वसुधैव कुटुम्बकम् ॥
Symbiosis Institute of International
Business (SIIB) Pune



SERVICES EXPORT PROMOTION COUNCIL
(Set up by Ministry of Commerce and Industry, Government of India)
www.servicesepec.org

ONLINE CERTIFICATION PROGRAMME ON SERVICES EXPORTS

- A Collaborative Initiative by •
- SIIB & SEPC**



**GLOBAL
PERSPECTIVE**



**INDUSTRY
INSIGHTS**



**PRACTICAL
KNOWLEDGE**



**EXPORT
EXCELLENCE**

A structured, practical *view* of India's services export ecosystem.

Designed for professionals, entrepreneurs and policy minds who need to move from intuition to capability—across regulation, market access, payments and risk associated with service sector.

DURATION

8 Weeks /16 contact hours

Two hours per week, every Saturday.

DATES

06 Jun → 25 Jul 2026

Weekly live sessions, recorded for catch-up.

SCHEDULE

10:00 — 12:00 IST

Tentative; finalised for registered cohort.

MODE

Fully Online

Live-instructor sessions with reading packs.

MODULES

08 / standalone or full track

Mix and match, or complete the full programme.

CERTIFICATE

Jointly Issued

Awarded by SEPC and SIIB on completion.

FULL PROGRAMME — 8 MODULES

₹25,000 *course certificate*

Complete curriculum, all reading material, and a jointly- issued course completion certificate.

INDIVIDUAL MODULE

₹4,000 / *module*

Any single module, with a certificate of participation.

Why this programme, now.

The global services economy is witnessing a paradigm shift, and India stands the forefront of this transformation. With services exports emerging as a major growth driver, there is a growing need for professionals to understand regulatory frameworks, global market opportunities, and operational nuances in services trade.

This Certification Programme, jointly offered by SEPC and SIIB, is designed to provide a structured and practical understanding of India's services export ecosystem — combining academic rigor with industry insight so participants can navigate the international trade environment with confidence and strategic clarity.

"A programme where the council that represents the exporters and the institute that teaches international business meet in one classroom."

— PREMISE OF THE COLLABORATION



SERVICES EXPORT PROMOTION COUNCIL
(Set up by Ministry of Commerce and Industry, Government of India)
www.servicsepc.org

Services Export Promotion Council · New Delhi ·

An apex body setup by the Ministry of Commerce & Industry, Government of India to facilitate and promote the services sector globally.

SEPC is India's dedicated council for promoting services exports — representing sectors from IT and healthcare to education, tourism, legal, logistics, consulting, and convening industry with policy.



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Symbiosis Institute of International Business (SIIB) Pune

Symbiosis Institute of International Business · Pune ·

A constituent body of Symbiosis International (Deemed University), accredited NAAC 'A++' Grade ; a premier B-School, for International Business since 1992.

Founded 1992 as SIFT and among the first Indian B-schools focused on international business, with pioneering MBAs in International Business, Agri-Business, and Sustainability Management.

The *curriculum*.

Eight modules build from first principles of services trade into market access, sectoral opportunity and operational procedure.

CADENCE	TOTAL	WEEKS	START
2 hrs / week	16 hours	08	06 Jun 2026

01

06 · 06 ·
2026

Understanding Services Exports

Definitions & classification — WTO GATS four modes of supply ·
Characteristics of services ·
Major export sectors & India's global position ·
Data sources: WTO, UNCTAD, UN Comtrade, RBI BoP Invisibles

02

13 · 06 ·
2026

Institutional Framework for Services Exports

Regulatory & compliance authorities (MoC & DGFT) ·
Financial institutions & risk (EXIM Bank, RBI, ECGC, NDB, NBFC) ·
Digital infrastructure (RBI FX reporting, GSTN) ·
Entrepreneurial support (Startup India, Skill India)
FEMA Guidelines

03

20 · 06 ·
2026

Global Trade in Services & Opportunities

International demand — IT outsourcing, education, medical
tourism · Major importing countries and demand centres ·
FTAs, CEPA/BTAs, Mutual Recognition Agreements ·
Market-access challenges & non-tariff barriers

04

27 · 06 ·
2026

Emerging Services Sectors in India

Structural shifts in global services demand · Exports of major services from
India · India's comparative advantage in skill-intensive services ·
GCC market overview & demand dynamics

Procedure, payments, *compliance.*

The second half moves from context to operation—what exporters actually need to file, transact, insure and certify.

05

04 · 07 ·
2026

Procedural Formalities for Services Sector

Regulatory compliances specific to services exporters ·
GST — zero-rated supply ·
Refund claims and drawbacks for service providers ·
Digitised procedures

06

11 · 07 ·
2026

International Payment Mechanisms & Export Financing

Cross-border payment channels ·
Modes of supply and payment flows in services exports ·
Financing for MSME exports
Rupee Settlement - RBI Guidelines

07

18 · 07 ·
2026

Mitigating Risks in International Trade Credit

Credit risk assessment for global clients · Country analysis using PESTEL ·
Export credit insurance & guarantee framework ·
Currency fluctuation & hedging strategies

08

25 · 07 ·
2026

Standards, Certification & Regulatory Compliance

Sector-specific standards and compliance protocols ·
Cross-border data governance & digital privacy laws ·
Services Trade Restrictiveness & market access barriers ·
ESG and sustainability compliance in services exports

Built for people who *act* on services trade.

Not a broad economics course— a working programme for practitioners, advisors and students who need usable fluency in the rules, routes and risks of exporting services.

Who should *attend*

- A /
01 Export professionals and entrepreneurs in the services sector
- A /
02 Policy analysts, trade consultants and academicians
- A /
03 Banking and financial-sector professionals in international trade
- A /
04 Start-ups and SMEs exploring global markets
- A /
05 Students and researchers working on services trade & policy

Key *takeaways*

- K /
01 Comprehensive view of India's services export ecosystem
- K /
02 Practical insight into procedures, regulations & risk mitigation
- K /
03 Working knowledge of international trade data sources
- K /
04 Fluency with policy frameworks shaping services trade
- K /
05 Networking with SEPC industry experts & SIIB faculty

DELIVERABLES

All registered participants receive *comprehensive course materials* and learning content. Full- programme participants receive a *course completion certificate*; individual-module participants receive a *certificate of participation*, jointly issued by SEPC and SIIB.

Two ways to *enrol*.

Take the complete eight-module programme for the joint course certificate, or pick the individual modules most relevant to your work for a participation certificate.

TIER A – FULL PROGRAMME

₹ 25,000

All 8 Modules · Course Certificate

Complete curriculum across 8 weeks.
Jointly- issued SEPC × SIIB course completion certificate on successful completion.

RECOMMENDED

TIER B – INDIVIDUAL MODULE

₹ 4,000 / *module*

Any single module · Participation Certificate

Enrol in any one of the eight modules.
Jointly- issued certificate of participation for the module attended.

FLEXIBLE

REGISTER

Application Portal

Register Here -
<https://forms.gle/FoWkQqU8v8c4B1S56>

QUERIES · SIIB



Name: Dr. Ganesh Valiachi
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Phone: +91 7708 165 097

QUERIES · SEPC



Name: Dr. Vivek Baxi
Email: vivek.baxi@servicesepc.org
Phone: +91 9405328800

Seats are limited.
Apply for Cohort 01 by 30 May 2026.

APPLY ➔