



Cluster Development Programme



Centre for SME Studies



APPLICATION FOR THE CERTIFIED EXPORT COSULTANTS PROGRAMME

(Date of Commencement of Training programme-Phase 1: 20th Feb 2006)

Last date of receipt of application: 15 Jan, 2006
(along with processing fee of Rs. 750)

Full Name : _____

Date of Birth : _____

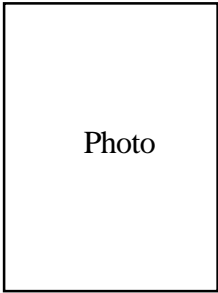
Sex : _____

Profession : _____

E-mail : _____

Present Employer : _____

Address of Present Employer : _____



Phone No. : _____

DD details of cost of application processing: _____
(Drawn in favour of 'IIFT, New Delhi' Rs. 750)

Residential Address : _____

Phone No. : _____

Core Competence

(a) Skill : _____

(b) Knowledge : _____

Current Work Profile : _____

Countries Visited : _____

Employment History (Starting from current employment. Give complete details only for last two organizations if the total period spent in the last two organizations exceeds 5 years.)

(1) *Name of the Organization:*

Employed from : _____ To: _____

Address:

Phone No. : _____

Designation : _____

Key result areas:

Achievements:

New initiatives taken:

Any new initiatives you would like to take given an opportunity:

(2) Name of the Organization:

Employed from : _____ To: _____

Address:

Phone No. : _____

Designation : _____

Key result areas:

Achievements:

New initiatives taken :

Any new initiatives you would like to take given an opportunity:

Details of trainings attended abroad:

S. No.	Name of training and venue	Objective of training	No. of days	Organized by

Any other significant achievement, experience you would like to mention:

What do you think is the most significant challenge that the Indian industry is facing today in the global market and why? What do you think can be done to overcome this challenge? Also attempt a small enterprise perspective on this issue. Base this answer on your experience and sector where you have worked.

Describe your most successful export engagement and why do you consider it as most successful?

Briefly describe an export engagement that you consider as a failure and why?

Please narrate any difficult situation you have encountered in your profession and how you resolved it?

Briefly explain the strategic marketing tools for exports used by your enterprise (you may choose not to disclose the name) and given an opportunity how you would enhance the effectiveness of the current strategy of your enterprise?

What efforts do you make to keep yourself updated and well informed?

What is driving you to become an export consultant?

What do you think are going to be the challenges working with small enterprises as a consultant? How prepared are you to meet these challenges?

Date:

Signature:



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