

1st International Trade Conclave at Gujarat Maritime University

The **Centre for Maritime Economy (CME)** at Gujarat Maritime University successfully organized the **1st International Trade Conclave** on **10th March 2026** at the **GMU Campus, Gandhinagar**.

The conclave featured engaging and insightful interactive sessions and workshop facilitated by Anand Mirani, Strategic & Legal Advisor at Simplus Exim & Corporate Advisory LLP. The conclave was designed to bridge the gap between **academic understanding and real-world international trade practices**, providing participants with practical exposure to global trade frameworks.

◆ Session Highlights

Session 1 – International Business, Trade Policy & Classification Systems

Participants were introduced to a comprehensive **five-pillar framework for international trade**, covering:

- Foreign Trade Policy Mastery
- World Customs Organization
- FEMA & RBI Guidelines
- Effective Logistics Management
- Risk Mitigation Planning

The discussion also explored the **HSN Classification System** and **ITC-HS framework**, helping participants understand how classification plays a crucial role in trade compliance and documentation.

Session 2 – Incoterms® 2020

The second session focused on the **strategic application of the 11 Incoterms® 2020**, highlighting delivery points, transfer of risk, and commercial considerations ranging from **EXW to DDP**. Through real-world export-import case studies, participants gained valuable insights into how incorrect Incoterm selection can lead to documentation errors, financial losses, and shipment disputes.

A key takeaway from the conclave was that **Incoterms are not merely logistics terms but strategic business decisions** that govern risk allocation, cost responsibilities, documentation, insurance, customs obligations, and payment structures in international trade.

Session 3 – Research Presentations

Students of MBA made detailed presentations on strategic aspects of India's International trade, India's global trade relations with a focus on maritime trade routes. The discussion centre around countries like:

Australia | Belgium | Brazil | China | France | Germany | USA | New Zealand | Russia | Saudi Arabia | Singapore | South Africa | South Korea

The research work was guided by Dr. Dharmesh Raval, Director – School of Maritime Management.

The conclave witnessed enthusiastic participation from students, with interactive discussions and practical examples that connected theoretical frameworks with real trade scenarios. Events like these reaffirm GMU's commitment to nurturing **future-ready professionals equipped with practical knowledge of global trade, shipping, and logistics.**

The full day event was coordinated by #RahulAkolkar and #KhushiPandey and was well supported by admin team of the #GujaratMaritimeUniversity

#InternationalTrade #Incoterms2020 #MaritimeEducation #GujaratMaritimeUniversity
#TradePolicy #GlobalTrade #Logistics #CME