



GUJARAT TECHNOLOGICAL UNIVERSITY

Program Name: Diploma Engineering

Level: Diploma

Branch: Computer Aided Costume Design and Dress Making

Subject Code: DI05051071

Subject Name: Garment Export

w. e. f. Academic Year:	2026-27
Semester:	5 th
Category of the Course:	MOPEC

Prerequisite:	NA
Rationale:	The garment export sector plays a vital role in the growth of the textile and apparel industry, contributing significantly to national income and employment generation. With globalization and increasing international demand for fashion products, it is essential for students of costume design and dress making to understand export-oriented practices. This course is designed to provide fundamental knowledge of export procedures, documentation, international trade policies, and government support systems. It equips students with practical insights into global apparel markets, export pricing, and trade regulations. Understanding these aspects enables students to bridge the gap between design, production, and international marketing. The course also enhances entrepreneurial skills by familiarizing students with export organizations, incentives, and strategies, thereby preparing them for careers in export houses, merchandising, and apparel business ventures.

Course Outcome:

After Completion of the Course, Student will able to:

Sr. No.	Course Outcomes	RBT Level
01	Describe the concept, importance, and global scenario of garment export including India's position in international trade.	R
02	Explain export procedures, market identification, payment methods, and international trade practices.	U
03	Identify various export documents required for garment export operations.	R
04	Illustrate the role of export organizations, government schemes, and institutional support in promoting garment exports.	U
05	Interpret export incentives and benefits.	U

**Revised Bloom's Taxonomy (RBT)*



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Teaching and Examination Scheme:

Teaching Scheme (in Hours)			Total Credits L+T+ (PR/2)	Assessment Pattern and Marks				Total Marks
L	T	PR	C	Theory		Tutorial / Practical		
				ESE (E)	PA(M)	PA (I)	ESE (V)	
3	0	0	3	70	30	0	0	100

Course Content:

Unit No.	Content	No. of Hours	% of Weightage
1.	Introduction to Garment Export 1.1 Evolution and history of garment export 1.2 India's position in global apparel trade 1.3 Importance of export in India 1.4 Factors affecting garment export 1.5 Overview of latest EXIM Policy 1.6 Top garment exporters of India	6	14
2.	Export Process and Procedures 2.1 Identifying the market (Desk Research) 2.2 Market Approach – Generating inquiries 2.3 Quotations and Negotiation 2.4 Terms of Payment 2.4.1 Payment by documentary credit 2.4.2 Advance Payment 2.4.3 Cash against document or D/P (document against payment) 2.4.4 D/A (Document on acceptance) 2.4.5 Consignment basis 2.4.6 Exchange Control Regulations 2.5 Channelizing Exports 2.5.1 Channels of Distribution 2.5.2 Retail channels and consumer Groups 2.5.3 Exchange control regulations	8	17
3.	Export Documentation 3.1 Commercial Documents: 3.1.1 Commercial invoice	15	33



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	3.1.2 Packing list 3.1.3 Certificate of inspection or quality control 3.1.4 Bill of lading / combined transport document 3.1.5 Shipping advice 3.1.6 Certificate of Origin 3.1.7 Insurance certification or Policy 3.1.8 Bills for exchange 3.2 Auxiliary export documents: 3.2.1 Proforma Invoice 3.2.2 Intimation for inspection 3.2.3 Shipping instructions 3.2.4 Insurance declaration 3.2.5 Shipping order 3.2.6 Mate's Receipt order 3.2.7 Application for the certificate of origin 3.2.8 Letter of the bank for the collection / Negotiation of document 3.3 Regulatory Document: 3.3.1 Gate pass I & II 3.3.2 ARE I / AR4 Form 3.3.3 Shipping bill 3.3.4 Dock challan 3.3.5 Receipt for payment of the port charges 3.3.6 Vehicle ticket 3.3.7 Exchange control declaration form 3.3.8 Freight payment certificate 3.3.9 Insurance premium payment certificate 3.4 Documents related to Shipment: 3.4.1 Shipping bill 3.4.2 Mate's receipt 3.4.3 Cart ticket 3.4.4 Certificate of measurement 3.4.5 Bill of landing 3.4.6 Airway bill 3.4.7 Bill of entry 3.5 International trade agreements 3.5.1 WTO 3.5.2 Bilateral Agreements 3.6 Export Pricing: Meaning, Importance and factors determining export price		
4.	Export Organizations	10	22



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	4.1 Institutional infrastructure for exports. 4.1.1 AEPC- Apparel Export Promotion Council 4.1.2 TEXPROCIL- Cotton Textile Export Promotion Council 4.1.3 HEPC- Handloom Export Promotion Council 4.1.4 SRTEPC- The Synthetic and Rayon Textiles Export Promotion Council 4.1.5 ISEPC- Indian Silk Export Promotion Council 4.1.6 GEMA- Garment Exporter & Manufacturers Association 4.2 Government schemes for export 4.2.1 PLI- Promotion Linked Incentives 4.2.2 PM MITRA- PM Megha Integrated Textile Region and Apparel Park 4.2.3 EPCG- Export Promotion Capital Goods scheme 4.2.4 FTAs- Free Trade Agreements 4.2.5 SAMARTH- Scheme for Capacity Building in Textile sector		
5.	Export Exemptions and Benefits 5.1 Exemptions 5.1.1 Sales Tax 5.1.2 Octroi - 'N' Form procedure 5.1.3 Central Excise 5.2 Benefits 5.2.1 Duty drawback 5.2.2 International Price Reimbursement scheme (IPRS) 5.2.3 Market development Assistance 5.2.4 Income tax 5.2.5 Advance license 5.2.6 Special Import license 5.2.7 100 EOU / FTZEPZ	06	14
	Total	45	100

Suggested Specification Table with Marks (Theory):

Distribution of Theory Marks (in %)					
R Level	U Level	A Level	N Level	E Level	C Level
40	40	20	-	-	-

Where R: Remember; U: Understanding; A: Application, N: Analyze and E: Evaluate C: Create (as per Revised Bloom's Taxonomy)



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References/Suggested Learning Resources:

(a) Books:

1. Export management, T.A.S. Balagopal, seventeenth revised edition-2004, Himalaya publishing house, Mumbai, ISBN: 978-9351422709.
2. Apparel and Textile exports strategies for WTO era, Dr. Pradeep Joshi, CBS publishers & distributors, New Delhi, 2006, ISBN: 81-239-1324-9.
3. Garment exports: Winning strategies, Darlie O. Koshy, Pentice-Hall of India Pt. Ltd, 2006. ISBN- 8120312155.
4. Export Import procedure and documentation. Madhurima Lall & Sultan Ahmed, Sultan Chand & sons, New Delhi, ISBN- 978-81-951043.

(b) Open-source software and website:

1. <https://content.dgft.gov.in/Website/HTE.pdf>
2. https://gpbhiwani.ac.in/newdemo/wp-content/uploads/2025/08/DFT_SEM5_IGI.pdf
3. <https://egyankosh.ac.in/bitstream/123456789/100422/1/Unit-8.pdf>
4. <https://static.fibre2fashion.com/articleresources/PdfFiles/58/5794.pdf>
5. https://www.fisme.org.in/export_schemes/DOCS/B-4/TEXTILE.pdf
6. <https://repc.in/wp-content/uploads/2024/08/EXPORT-PROCESS.pdf>
7. <https://egyankosh.ac.in/bitstream/123456789/10293/1/Unit-7.pdf>
8. <https://www.texmin.gov.in/static/uploads/2025/06/e58ecde84c86349a8e6e3cb387b7f57e.pdf>
9. <https://www.geeksforgeeks.org/business-studies/types-of-distribution-channels/#channels-of-distribution>

Suggested Project List:

1. Study of Indian Garment Export Industry
2. Case Study of a Successful Garment Exporter
3. Brand Development for Export Market
4. Digital Marketing Plan for Garment Export

Suggested Activities for Students: If any

- a. Conduct **internet-based assignments** on global garment trade trends and India's export performance.
- b. Prepare **short presentations** on latest EXIM Policy updates and their impact on apparel exports.
- c. Collect and study **real export documents** from industry or online sources.
- d. Design a **garment collection for export market** based on a specific country's trends.

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