



Indian Institute of
Corporate Affairs

Partners in Knowledge. Governance. Transformation.

(Centre for Micro, Small & Medium Enterprises)

IICA CERTIFIED
GST CONSULTANT TRAINING PROGRAM FOR
EXTENDING GST RELATED VALUABLE SERVICES TO MSMEs & CORPORATE ENTITIES

Indore 30-31 August, 2018 (Non-Residential)	Pune 5-6 October, 2018 (Non-Residential)	New Delhi 22-23 October, 2018 (Non-Residential)
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ABOUT INDIAN INSTITUTE OF CORPORATE AFFAIRS

Indian Institute of Corporate Affairs (Website: www.iica.in) is a 21st century unique world class institution established by the **Ministry of Corporate Affairs, Government of India**. Its aim is to provide holistic treatment of all issues that impact corporate functioning to help today's business and shape tomorrow's. **The Hon'ble Minister of State for Finance & Corporate Affairs is the President of IICA. Secretary, Ministry of Corporate Affairs is the Chairperson of the Board of Governors**, which has many eminent personalities. The state-of-the-art campus of IICA is located at Manesar, Dist. Gurgaon, Haryana.

The **Centre for MSME**, an integral part of Indian Institute of Corporate Affairs (IICA), has been established to foster understanding of the regulatory framework, encourage innovative responses to business environments and focus on all other relevant issues affecting the MSMEs. It enables capacity building through training and interactions such as seminars and workshops, engages in documentation and research on MSMEs practices, encourages cluster development initiatives and uses its pivotal crosscutting position to create synergy among various facets of the MSME sector.

Strategic Partner – Nobility Consultancy (www.nobilityconsultancy.com)

Nobility BPM Pvt Ltd is Pune based company, providing services in Finance & Accounting, HR, and IT Product Development for across industries like manufacturing, textile, education. Nobility BPM, a true business transformer with specialization in strategic consulting. We are professional and expert in our domain along with our capabilities to comprehend industry's best practice in to a most pragmatic solution makes us your unique business partner.

About the Program

The Goods and Service Tax (GST) regime has completed a Year on July, 01, 2018 and things have started settling now. The significant most important achievement of the GST was the abolition of multiple taxes and bringing in a uniform indirect tax law across India, under a 'one nation, one tax regime'. Several taxes and multiple cess were merged into GST, placing India at par with global regimes. Central taxes such as Excise duty, and state taxes including value added tax (VAT), Octroi and purchase tax – all became part of GST.

Everyone appreciates that it is not a mean achievement to successfully introduce unified GST in a large country like India. Even more challenging is to introduce a paperless digital compliance and tracking system through e-returns and e-way bills successfully.

It has affected virtually all business transactions. GST did not just mean a difference in the tax rate but changes in the entire ecosystem of the IT setup, supply chain, procurements, billing patterns and exports.

Post GST Compliance challenges, troubles and costs

1) SMEs major post teething troubles

SMEs (Small and medium businesses), which perhaps took the biggest hit from the rollout of the goods and service tax (GST) want simpler filing processes, less stringent rules and improved administration in year Two of the tax regime change. Their compliance costs have, however, gone up with rise in accounting expenses and more managerial time spent on filing and refunds. Small businesses that are moving away from cash transactions are facing working capital constraints as they have to pay GST well before they actually get paid for goods.

The major challenges for MSMEs are lack of skilled manpower, lack of awareness about latest technologies, methods and up-dated knowledge.

2) Refund mechanism still a Pain Point for Exporters

Three sets of issues – i) Getting refunds against letter of undertakings, ii) Delays in reverse-charge mechanism for job workers and iii) A mismatch in GST rates on inputs and final products, are some of the challenges exporters are struggling. Earlier banks used to advance some part of loans against the expected GST refund, but that has stopped now.

3) Tax authorities to keep their close eyes on companies

With more tax cuts coming, it is expected that tax authorities will be keeping tab on companies and products including ecommerce companies to check that companies pass on tax rate cuts to consumers.

4) Compliance

- a) Govt. expects better compliance with simpler filing.
- b) Businesses can expect more pressure from tax authorities if compliances does not improve.

Increasing opportunities for Self-employment, working professionals and Tomorrow's Entrepreneurs

Compliance to GST, overall digitization initiatives along with a strong push for tax collection are all driving people to become more compliant with the country tax laws, hence driving demand for GST Consultants.

- i. The new tax framework applies uniformly to the whole of India, which means companies having global presence and looking forward to investing in India can now find it more convenient and administratively less costly to set up a business.
- ii. 66 lakh enterprises were registered since independence till introduction of GST. With 48 lakh additional enterprises added in one year with GST, Invoices worth around 350 crore processed, Returns over 11 crore filed and E-way bills over 10 crore generated all along with GST.

We therefore, realize at IICA that armed with correct skills, knowledge and education, India's youth and ever growing Freelancers, self-employed and working Professionals will become the economy's biggest strength and advantage in the coming years.

Thus, India has a unique opportunity to develop its very own standards of skill certification programs for the youth, Freelancers, self-employed and working professionals to prepare them to become GST Consultant to extend valuable services in areas such as GST Invoices, Overall filing of returns, Maintenance of records under GST, Registration, Input tax credit process, Valuation of supply of GST, Penalty provisions under GST and become future ready tomorrow's entrepreneurs.

Keeping these imperatives in mind, Indian Institute of Corporate Affairs (IICA) is launching all India series of IICA Certified “GST Consultant Training Program” to prepare tomorrow’s entrepreneurs as GST Consultants to enable them to extend valuable services in various areas of GST to MSMEs and large Corporate Houses.

In this regard, it is my pleasure to offer you a programme that focuses on the practical application of the GST and provides an opportunity for you & your team to discuss their practical situations and learn how they can effectively manage them under GST.

Learning Objectives

- The main objective of the GST Consultant training program is helping India’s youth and ever growing Freelancers, self-employed and working Professional participants to extend valuable overall services in areas such as GST Invoices, filing of returns, Maintenance of records under GST, Registration, Input tax credit process, Valuation of supply of GST, Penalty provisions under GST and become tomorrow’s future ready entrepreneurs as GST Consultant.
- To develop a cadre of trained human resource so that they in turn create enterprises as GST Consultant.
- To enable India’s youth and ever growing Freelancers, self-employed and working Professionals to become job creators and making India the land of entrepreneurs.
- To develop skills and competencies for setting up a new business in the area of GST Consultancy.
- Providing specialized & updated knowledge in the areas of GST in a systematic manner.
- Providing an understanding of key GST concepts;
- Understanding Professional Opportunities under GST and to practice in the field of GST.
- Discussing the concept of supply under GST.
- Creation & submission of the returns under GST.
- Creation & maintenance of Electronic Credit Ledger & Tax Liability Register.
- Reconciliation of various returns.
- How to utilize Input Tax Credit.
- An understanding of Composition Scheme under GST.
- Job work transaction and its implications.
- Refund Mechanism- Zero rated Supply, Deemed Exports and Inverted Duty Structures.
- Practical issues in reference to Reverse Charge Mechanism.
- Understanding of GST for impact on Client’s business & consequent impact on MSMEs.
- GST analysis with reference to leasing transactions – finance lease & operating lease, sale of securities & stock broking services, mutual funds & insurance services
- GST analysis with reference to securitization & sale of repossessed assets
- Understanding analysis of GST impact on costing & pricing of services
- Helping participants translate their learning into action.
- Analysis of amendments / changes introduced since implementation followed by valuation rules / procedures under GST

Pedagogy & Training Assessment Process

GST Programme overview:

The GST Program designed by IICA, is an industry centric programme which incorporates Class room Training and online learning for the technical modules and Mentored Practical Experience. On one hand, it combines formal study and practical exposure to develop overall technical and professional skills for IICA certified GST Consultants and thereby provides them competitive edge to deal with GST related queries and concerns and on the other hand it allows MSME sector & Corporate entities to raise queries with IICA institute and get resolutions from our experts.

TRAINING ASSESSMENT PROCESS:

Training Assessment process comprises three parts:

1. Level I - Initial Assessment

This is basic programme in which 2 days of classroom training session is conducted followed by examination (test of understanding). Successful students become eligible to apply for Intermediate level.

2. Level II – Continuous ongoing Evaluation through Articleship period of 6 (six) months

This level is an Articleship period of 6 months. During this period, IICA with its strong linkages with the MSMEs and large corporate is uniquely placed to give practical exposure to participants enrolled with the programme whereby they serve MSME industry with free online consultancy through IICA to resolve their day to day issues. During the course of internship, participants shall be evaluated and mentored by panel of experts on their problem solving and consultancy skills. All the successful candidates shall be eligible to get enrolled for Expert Level programme.

3. Level III - Expert Level – 5 days training program (3 days online training + (plus) 2 days in-person classroom training)

The Expert Level training program will be for invitees only based on the Skill sets, assessment and evaluation of the Individual Participant in the initial two Elements (Level I - Initial Assessment & Level II – Continuous ongoing Evaluation through Articleship period of 6 (six) months). This level is an advanced training programme whereby participants are trained via 2 days' workshop in Delhi/IMT Manesar and 3 days of online training. Post training completion students must appear in two hour written examination.

Successful candidates shall be awarded with GST Consultant Certificate from IICA.

The weightage of the three scores are given as below:-

Criteria	Assessment Score
Level I - Initial Assessment	10
Level II - Continuous ongoing Evaluation through Articleship period of 6 (six) months	30
Level III - Expert Level – 5 days training program (3 days online training + (plus) 2 days in-person classroom training)	60
Base	100

MANADATORY REQUIREMENT

- To become Qualified for GST Consultant Certification, the participant must qualify in all 3 levels of Assessment Process.
- Minimum Passing Marks Are: 60%
- The Participants Management (Registrations, Short Listing) Shall Be Done By IICA.

ELIGIBILITY CRITERIA

A Bachelor's Degree of a minimum of 3 years duration or its equivalent (under the 10+2+3) pattern fulfilling the mandatory requirements of 15 years of formal education) from a recognized university, in any discipline.

Previous initiatives in support of GST implementation by Centre for MSME, Indian Institute of Corporate Affairs (IICA)

With a view to assist the Government in effective implementation of GST Laws and furthering various IICA initiatives to educate the industries at large about the diverse facts and facets of Goods & Services (GST), Indian Institute of Corporate Affairs (IICA) through its Centre for MSME organized series of Special GST hands-on training programs on “Goods & Services Tax (GST) Law (dealing with post GST impact & implementation issues)” during FY 2017-18. These trainings were a sequel to the previous initiatives of the Centre for MSME, IICA in support of GST implementation among MSMEs and Corporate entities, which included Round Tables, sector specific customized training programs for the Organizations in Power Sector and banking / financial services sector, Workshop Hand book on GST comprising of the complete concept of GST with its key features, followed by Valuation Rules, Input credit Mechanism (ICM) Rules and Procedures and its impact on business with various practical aspects. Through these series of Special GST hands-on training programs, Centre for MSME has met learning, development and training needs about Goods & Services Tax (GST) of the entrepreneurs & professionals as well as bankers covering the public & private corporations.

Who Should Attend

- Established & Budding Entrepreneurs, Developing entrepreneurs, MSME sector representatives, Professional from financial institutions and Banks, Financiers and Consultant, Technology, Infrastructure and other service providers, Potential investors and venture capitalists, Product Development, Branding and Sales Agencies, Development Agencies.
- Owners, CEO's, CFOs, Managing Directors, Senior Professionals in various executive or commercial roles such as finance, accounts, taxation, legal, Governance, Regulatory & Compliance, marketing, sales, business development & Information Technology.
- Directors, Chief Managers, General Managers, Corporate Tax Managers, Consultants, Tax Advisors, Company Secretaries, Accounts Head, Accountants, Key Management Personnel's , Governance, Regulatory & Compliance (GRC) officers of Banks, Financial Services sector.
- Must attend for people with varying level of experience i.e. Senior Management, Middle, General Managers and Program Managers working in DICs (under Directorate of Industries), NSIC, NSDC, DGT, SIDBI, MSME-DI, Office of DC- MSME, Office of DC-Handicraft and DC-Handloom, State Industrial Development Corporations, States Financial Corporations, EXIM Bank, BRICS Development Bank, IFC, German, US, European & UN development agencies) and other development sector professionals.
- Beneficial to Academia, Corporate professionals, Potential domestic and international investors, Government, women entrepreneur, Existing & Prospective Entrepreneurs across various verticals viz. manufacturing products as well as IT & IT – Enabled services, Imports & Exports logistics & transportation, shipping lines etc.

Program Highlights

- Dedicated two day training program packed with interactive sessions comprising slide shows, study material, experience sharing.
- The program also brings together experts from the industry to inspire changes & facilitate exchange of ideas with peer-to-peer networking.
- A certificate of Participation will be awarded to the participants after the successful completion of the program by IICA.

Program Flow

Day 1	
Session 1	Concept, Genesis and Features of GST (Goods and Services Tax)
Session 2	Meaning and scope of supply of goods and services (Time and Place of Supply- Intra State and Inter State Transactions)
	Tea break
Session 3	Mechanism of Input tax Credit under GST-eligibility, apportionment and reversal
	Lunch break
Session 4	Professional Opportunities under GST
Session 5	GST Practitioner – How to enroll and become GST Practitioner
	Quiz (test of understanding)and Training Evaluation
	Tea break
Day 2	
Session 1	<ul style="list-style-type: none"> • Rules for valuation of supplies under GST • Procedure for various registrations & various returns under GST • E-way Bills- Applicability and Mechanism, Generation of E-way bills and other practical aspects
Session 2	Returns under GST- Reconciliation of returns
	Tea break
Session 3	Practical analysis of some key issues – <ul style="list-style-type: none"> • GST analysis with reference to leasing transactions – finance lease & operating lease, sale of securities & stock broking services, mutual funds & insurance services • GST analysis with reference to securitization & sale of repossessed assets
	Lunch break
Session 4	Returns filing under GST and Payments of GST – understanding Electronic Ledgers under GST
Session 5	Hands on Assessments, appeals, audits and Advance Rulings
Session 6	<ul style="list-style-type: none"> • Composition Scheme under GST for small dealers • Import – Export and Refunds under GST • GST Provisions for job work, works contract transactions under GST
	Quiz (test of understanding) and Training Evaluation
	Tea break

REGISTRATION & PROGRAM CHARGES

Program	IICA Certified GST Consultant Training Program for Extending GST Related Valuable Services To MSMEs & Corporate Entities		
Timings	10:00 am to 06:00 pm		
Date: 30-31 August, 2018	Date: 5-6 October, 2018	Date: 22-23 October, 2018	
Venue: Hotel President, 163, RNT Marg, South Tukoganj, Indore, Madhya Pradesh 452001	Venue: eVision Infotech Office No.207, 2nd. Floor, City Centre, 138/1, Hinjewadi Phase I, Behind Persistent, Near Symbiosis Boys Hostel, Pune 411 057.	Venue: Russian Centre of Science and Culture 24, Firoz Shah Road, Near Mandi House, New Delhi, 110001	
Non-Residential Fee: Rs.7,670/- (Rs.6,500/- plus GST)	Non-Residential Fee: Rs.7,670/- (Rs.6,500/- plus GST)	Non-Residential Fee: Rs.7,670/- (Rs.6,500/- plus GST)	

Please note:

- 5% discount for minimum two & more than two attendees from one organisation
- 10% discount for more than three attendees from one organisation
- *Limited seats, Registration on the basis of first come, first serve!!!*

Total Fee (in INR)

Fee	Level I – Initial Assessment	Level II - Continuous ongoing Evaluation through Articleship period of 6 (six) months	Level III - Expert Level – 5 days training program (3 days online training + (plus) 2 days in-person classroom training)
Registration Fee	Non-Residential Fee: Rs.7,670/- (Rs.6,500/- plus 18% GST) (including examination fee of Rs.500/-)	Non-Residential Fee: Rs.2,065/- (Rs.1,750/-plus 18% GST)	Non-Residential Fee: Rs.9,145/- (Rs.7,750/-plus 18% GST) (including final examination fee of Rs.750/-)
Due Date	Level – I Program fee is to be remitted at-least five (5) days before the commencement of the GST Consultant Training program in respective cities.	Within 30 days of the completion of (Level- I) and at-least five (5) days before the commencement of the Intermediate Level – Continuous ongoing Evaluation through Articleship (Level-II)	Within 30 days of the completion of (Level-II) and at-least five (5) days before the commencement of the Expert Level – 5 days training program (3 days online training + (plus) 2 days in-person classroom training) (Level-III)

Payment Mechanisms:

A. NEFT Details:-

S. No.	Particulars	Details
1.	Name of the Beneficiary	Indian Institute of Corporate Affairs
2.	Account Number	604810210000007
3.	Type of Account	SB-10
4.	Name & Address of Bank Branch	Bank of India, Electronic Niketan, CGO Complex, Lodhi Road, New Delhi-110003
5.	Branch Code	6048
6.	MICR Code	110013052
7.	NEFT IFSC Code	BKID0006048

B. Demand Draft:

The programme fee may also be paid through a demand draft drawn in favour of "Indian Institute of Corporate Affairs" payable at New Delhi.

For Program details & Queries regarding In-Company/in-campus Programme:-

Mr. Rajesh Batra,
Head-Centre for MSME
Indian Institute of Corporate Affairs
Plot no.:- P 6,7,8, Sec. 5, IMT Manesar,
Distt. Gurgaon (Haryana), Pin Code - 122 050
E-mail: rajeshbatra.iica@gmail.com, rajesh.batra@iica.in
Phone: 0124-2640000 (2021), 9871417394

Program Director & Facilitator



Mr. Rajesh Batra
Head-Centre for MSME
Indian Institute of Corporate Affairs
(Ministry of Corporate Affairs)

Rajesh Batra is currently responsible for several development activities through Capacity Building measures by taking serious initiatives in Entrepreneurship Education, Information, Research and Consultancy, Collaboration for Policy Facilitation, professional endeavors for institutional strengthening, Sector guidelines and advocacy to develop best practices for SMEs.

He has long experience of dealing with promotion, development and financing of Micro, Small and Medium Enterprises as well as Agriculture Rural Industries segments, SME competitiveness enhancement and institutional strengthening. Over the last 25 years, he has worked extensively in the Policy development work, Business Strategy, Project Management, Imports, Program management, Procurement & Logistics / Supply Chain Management (SCM) and Business development. He was appointed Sole Arbitrator under the Arbitration & Conciliation Act 1996 by the Chairman-cum- Managing Director of NSIC Limited for adjudication of disputes and differences between NSIC Ltd. and Private Business units. Besides, as a member of core team, he worked closely to lead / oversee the matters related with large scale implementation of Activity Plan / Programs including govt. grant monitoring and administration under the Centrally Sponsored large Schemes of Govt. of India.

Rajesh has done his masters in commerce and postgraduate management courses in the areas of Foreign Trade and Marketing. Currently, Rajesh is with Indian Institute of Corporate Affairs (IICA) as Head, Centre for MSME since 25th April 2014. He is working very closely with the industry and with different GOI offices at the Ministry level, State bodies, industry associations/chambers of commerce, entrepreneurship development institutes, SMEs, national and international supporting partners and banks/financial institutions to ensure capacity building at both ends: at the government level as well as at the industries. He gets invited to speak and chair sessions by organizations such as Ministry of MSME and its constituent institutions, Industry Associations and other leading Institutions as well as for select interaction meeting.

Before joining IICA – an autonomous institution under the Administrative Control of Ministry of Corporate Affairs, Government of India, he was working as Dy. General Manager with India's apex SME development organization – The National Small Industries Corporation Ltd. (NSIC) – The Premier Mini – Ratna Government of India Enterprise under Ministry of Micro, Small & Medium Enterprises.

Program Faculty



Mr. Rajeev Bhargav
CA

Rajeev is a Chartered Accountant from the Institute of Chartered Accountants of India, an Associate of the Institute of Company Secretaries of India, Law Graduate and Post Graduate in Commerce.

Rajeev is a practicing Chartered Accountant in Delhi and has expertise in Corporate Taxation, Company Law and foreign exchange laws. He is providing consultancy to many reputed companies on various aspects of Taxation and Compliances. He has keen interest in mentoring startups and entry level businesses by handholding them in managing their initial challenges and helping a number of entry level businesses under virtual CFO model. Rajeev is an active speaker on various matters related to Compliances and is also associated with Indian Institute of Corporate Affairs as Guest Faculty for its Seminars.

He is having over 15 years of experience in various aspects of Finance & Compliances. He has exposure to manufacturing and service industries across all size of companies.

He has worked with organizations like Itron (USA), Maccaferri (Italy), s.Oliver (Germany) and Orient Craft prior to founding his CA Firm 'R Bhargav & Associates'.
