



“A STUDY OF INTERNATIONAL TRADE SERVICES UNDERTAKING SKYWAYS LOGISTICS SERVICES PVT. LTD”

Mr. Ritik Katoch, Research Scholar, Bharati Vidyapeeth (Deemed to be University) Institute of Management and Research, New Delhi.

Dr. Amarjit R Deshmukh, Associate Professor, Bharati Vidyapeeth (Deemed to be University) Institute of Management and Research, New Delhi.

Mr. Yashwant Kumar, Assistant Professor, Bharati Vidyapeeth (Deemed to be University) Institute of Management and Research, New Delhi.

Dr. Naveen Baweja, Faculty Guide, Bharati Vidyapeeth (Deemed to be University) Institute of Management and Research, New Delhi.

Abstract:

This Study of Trade analysis provides an overview of Skyways Pvt. Ltd, focusing on performance metrics, foreign trade, and opportunity analysis. Skyways Logistics Services Pvt. Ltd is a logistic company operating in the human resources and workforce management sector. This analysis aims to evaluate the company's logistic services, assess its current business health, and identify potential opportunities for growth and improvement. This analysis will shed light on the company's historical performance and its ability to Trade, generate profits and manage its financial obligations. The business health assessment will look into the company's export- import to determine its current stability in trade. Opportunity analysis will explore potential growth avenues and areas where Skyways Logistics Services Pvt. Ltd can enhance its performance. This may include considerations such as expanding into new markets, improving operational efficiency, or leveraging emerging technologies to gain a competitive edge.

Overall, this analysis aims to provide insights into Skyways Logistics Services Pvt. Ltd. Logistics standing and its potential for growth and development in the ever-evolving technology and human resources industry. By understanding the company's performance metrics, financial health, and opportunities. **Keywords: Trade Analysis, Skyways Logistics Services Pvt. Ltd, Performance Metrics, Trade Health, Opportunity Analysis.**

Introduction

Skyways the brand Established in 1983, Skyways Logistics is Asia Pacific's leading, and the most comprehensive Logistics chain platform. Our Services focuses on delivering a unique employee experience, drives trade decisions and agility for businesses. We have simplified work life for over 35 client companies across the emerging economies of Asia Pacific. Our capabilities span across the lifecycle from hire to exit, including Human Capital Management, Talent Acquisition & Management, and Collaboration. We are rated among the Top 5 in the Asia Pacific at Gartner's Peer Insights and voted as Customer's Choice of Trade in Gartner Voice of Customers Report for 900+ employee enterprises.

Mission:

We're on follow mission :-

- By acquiring and servicing reputed and ethical companies.
- By constantly upgrading technology, team skills and infrastructure to increase freight management efficiency and creating cost effective logistics solutions.
- By attracting and retaining quality people who possess enthusiasm for excellence, leadership and passion to win.
- To function in an economically, socially and environmentally responsible manner respecting the interests of all stakeholders including our team members.

Objectives

- Familiarization with the services provided by Skyways Logistics Services Pvt Ltd.
- To know the problem which people are facing from these services.
- To know about the experience of client.
- To know all the factors influencing Client.
- To study the features of modern trade which will give a good idea of various services offered by other companies and understanding the latest Trade concepts.

Objectives & Scope of Study

This project is a compilation of the work that is taken up by a Trade Institution while preparing an industrial project.

Scope of Study

- To analyze the level of satisfaction of the customer in respect to the services.
- Scope of the study is to collect information regarding the Trade & Compliances.
- To know about Logistic.

Limitations of Study

As said basic research was conducted at the Ambition box to assess how far that customers are satisfied with products and services of Skyways Logistics. The data is collected from all over India. This study was limited in India. This may be only applicable in India.

During the course of the study the following limitation were observed:

- Interpretation of data may vary from individual depending on the individual understanding of the product features and services of the Skyways logistics.
- The method lacks flexibility. In case of inadequate or incomplete information the results may deviate.
- Since all the trade products and services are not widely used by all the customers it is difficult to draw realistic conclusions based on the survey.
- It is very difficult to check the accuracy of the information provided.

Managerial usefulness of study:-

- To study Impact of Various head in Excise Duty.
- The study provides a complete knowledge of various fundamental concept related to services provided by the Skyways Logistics.
- The study helps in finding the weaknesses, if any in the services and the steps taken to avoid them.
- The suggestions to the Head of department will help management to make changes in the desired field.
- This project will help the managers to decide on marketing strategy and to find out the gaps in the Export-Import Business.

This project will enable the managers to introduce new Services.

Research Methodology (Sources of data, Sampling, Tools of analysis)

Statement of problem

- To study the analysis of services provided by Skyways Logistics Services Pvt Ltd.
- To find clients for to with outsourcing ability of doing trade.
- To know about the experience of client.
- To know all the factors influencing working atmosphere.
- The Appraisal also signifies the present state of affairs of industry, demand & supply, marketing scenario, Regulatory requirements as well as national & International state of affairs of that particular product/ industry.
- The Appraisal also signifies a proper format in which any credit & project appraisal to be placed before the final decision takers.

Data Collection Methods

Qualitative researchers typically rely on four methods for gathering information.

- (a) Participating in the setting,
- (b) Observing directly,
- (c) Interviewing in depth, and
- (d) Analyzing documents and material culture.

These form the core of their inquiry—the staples of the diet. Several secondary and specialized methods of data collection supplement them. This chapter provides a brief discussion of the primary and the secondary methods to be considered in designing a qualitative study.

This discussion does not replace the many excellent, detailed references on data collection (we refer to several at the end of this chapter). Its purpose is to guide the proposal writer in stipulating the methods of choice for his study and in describing for the reader how the data will inform his research questions. How the researcher plans to use these methods, however, depends on several considerations.

Type of research and research Design

The names of the three types of research design describe their purpose very well. The goal of exploratory research is to discover ideas and insights. Descriptive research is usually concerned with describing a population with respect to important variables. Causal research is used to establish cause-and-effect relationships between variables. Experiments are commonly used in causal research designs because they are best suited to determine cause and effect.

Exploratory Research

Design in which the major emphasis is on gaining ideas and in sights.

Descriptive Research

Research design in which the major emphasis is on determining the frequency with which something occurs or the extent to which two variables recovery.

Causal Research

Research design in which the major emphasis is on determining cause-and-effect relationships.

References:

:

- Logistical Management – Tata McGraw 2000 Edition.
 - Written by Donald. Bowersox, and David. Closs.

- The Management of Business Logistics – 7th Edition:
 - Written by Edward J. Bardi, C.John Langley, and John Joseph Coyle

- Logistics and Supply Chain Management: Creating Value - Adding Networks
 - Written by Martin Christopher.

- <https://empxtrack.com/>

- <http://www.entrepreneur.com/encyclopedia/term/82350.html>

