

# GUJARAT TECHNOLOGICAL UNIVERSITY

## MASTER OF BUSINESS ADMINISTRATION

Year – 2 (Semester – IV) (W.E.F. Academic Year 2018-19)

**Specialization: International Business Management**

**Subject Name: Foreign Trade Facilitation (FTF)**

**Subject Code: 3549243**

### 1. Learning Outcome:

- Detailed understanding of the institutional infrastructure available for promoting foreign trade in India.
- Ability to identify opportunities for facilitating exports and imports
- Understanding of the various schemes facilitating exports
- Comprehension of the role of international trade blocs, agreements and institutions in facilitating foreign trade

2. **Course Duration:** The course duration is of **36 sessions of 75 minutes** each.

### 3. Course Contents:

Module No.	Modules / Sub-Modules	No. of Sessions	70 Marks (External Evaluation)
I	<b>Government framework (Basic overview pertaining to FT):</b> <ul style="list-style-type: none"><li>• Ministry of Commerce and Department of Commerce</li><li>• Directorate General of Commercial Intelligence and Statistics (DCI&amp;S)</li><li>• Agricultural and Processed Food Products Development Authority (APEDA)</li><li>• Marine Products Export Development Authority (MPEDA)</li><li>• Export Promotion Councils (EPCs)</li><li>• Commodity Boards (CBs)</li><li>• Indian Institute of Foreign Trade (IIFT)</li><li>• Federation of Indian Export Organizations (FIEO)</li></ul>	9	17
II	<b><u>Institutional Facilitation:</u></b> <b>Finance and Insurance:</b> <ul style="list-style-type: none"><li>• Role of commercial banks in export finance</li><li>• Role of EXIM Bank in export finance</li><li>• ECGC</li></ul>	9	18
III	<b><u>Incentives:</u></b> <b>Duty Exemption and Duty Remission Schemes:</b> <ul style="list-style-type: none"><li>• Objective, schemes</li><li>• Advance Authorization</li></ul>	9	18

	<ul style="list-style-type: none"> <li>• Export obligation</li> <li>• Duty Free Import Authorization</li> <li>• Schemes for exports of Gems &amp; Jewellery</li> <li>• EPCG</li> </ul> <b>SEZ, EOUS, EHTPs, STPs, BTPs.</b> <b>Deemed Exports.</b>		
<b>IV</b>	<b>Role of International Institutions / Agreements/ Associations:</b> <ul style="list-style-type: none"> <li>• Organization for Economic Cooperation &amp; Development (OECD)</li> <li>• Association of South East Nations (ASEAN)</li> <li>• South Asian Association of Regional Cooperation (SAARC)</li> <li>• Asia Pacific Economic Cooperation (APEC)</li> <li>• Consumers International (CI)</li> <li>• International Chamber of Commerce (ICC)</li> <li>• D-8 Organization for Economic Cooperation</li> <li>• World Customs Organization (WCO)</li> <li>• BRICS</li> </ul>	9	17
<b>V</b>	<b>Practical:</b> <ul style="list-style-type: none"> <li>• Students can visit various institutions and understand how they facilitate foreign traders.</li> <li>• Students can visit existing exporters and identify the nuances of export incentives and schemes being availed by them.</li> </ul>	---	(30 Marks CEC)

#### 4. Teaching Methods:

The course will use the following pedagogical tools:

- Lectures
- Case Discussions and Role Playing
- Audio-visual Material (Using CDs/Clippings/ online videos)
- Assignments and Presentations

#### 5. Evaluation:

The evaluation of participants will be on continuous basis comprising of the following elements:

<b>A</b>	Continuous Evaluation Component comprising of Projects / Assignments / Quiz / Class Participation / Class test / Presentation on specific topic etc.	(Internal Assessment- 50 Marks)
<b>B</b>	Mid-Semester examination	(Internal Assessment-30 Marks)
<b>C</b>	End –Semester Examination	(External Assessment-70 Marks)

#### 6. Reference Books:

Sr. No.	Author	Name of the Book	Publisher	Year of Publication
1	Paras Ram, Nikhil Garg	Export -What-Where-How	Anupam	2017
2	Pierre A. David	International Logistics: The Management of International Trade Operations	Cengage	2017

3	Justin Paul, Rajiv Aserkar	Export Import Management	Oxford	2013
4	Kishan Barai	Export Import Made Very Easy: Learn Import Export Business like ABCD	Barai Overseas	2015
5	O.P.Arora, C.P.Goyal, A.K.Sinha & Mayank Sharma	Special Economic Zones, EOUs, EHTPs & STPs - Law & Practice	JBA	2018
6	Nabhi's board of Editors	How to EXPORT	JBA	2018
7	Nabhi's board of Editors	How to IMPORT	JBA	2018
8	Ankita Pal	Master Key Law of Export Import Regulation	Amar Law	Latest Edition

Note: Wherever the standard books are not available for the topic appropriate print and online resources, journals and books published by different authors may be prescribed.

#### **7. List of Journals / Periodicals / Magazines / Newspapers, etc.**

1. EXIM India
2. International Journal of Export Marketing
3. Economic Times
4. Exim News
5. Global Trade Review
6. Business Standard