

GUJARAT TECHNOLOGICAL UNIVERSITY

MASTER OF BUSINESS ADMINISTRATION (Part-Time)

Year III (Semester: –VI) (W.E.F. Academic Year 2017-18)

Specialization: International Business Management

Subject Name: Foreign Trade Facilitation (FTF)

Subject Code: 3569943

Subject Credits: 3

Total Marks: 150

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	Government framework (Basic overview pertaining to FT): <ul style="list-style-type: none">• Ministry of Commerce and Department of Commerce• Directorate General of Commercial Intelligence and Statistics (DCI&S)• Agricultural and Processed Food Products Development Authority (APEDA)• Marine Products Export Development Authority (MPEDA)• Export Promotion Councils (EPCs)• Commodity Boards (CBs)• Indian Institute of Foreign Trade (IIFT)• Federation of Indian Export Organizations (FIEO)	9	17
II	<u>Institutional Facilitation:</u> Finance and Insurance: <ul style="list-style-type: none">• Role of commercial banks in export finance• Role of EXIM Bank in export finance• ECGC	9	18
III	<u>Incentives:</u> Duty Exemption and Duty Remission Schemes: <ul style="list-style-type: none">• Objective, schemes• Advance Authorization• Export obligation• Duty Free Import Authorization	9	18

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

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