



# GUJARAT TECHNOLOGICAL UNIVERSITY

Syllabus for Master of Business Administration (Part-Time), 5<sup>th</sup> Semester

Subject Class: Functional Elective

Subject Name: Foreign Trade Facilitation (FTF)

Subject Code: 4559987

With effective  
from academic  
year 2018-19

## 1. Learning Outcome:

Learning Outcome Component	Learning Outcome(Learner will be able to)
Business Environment and Domain Knowledge (BEDK)	<ul style="list-style-type: none"> <li>Detailed <i>assessment</i> of the institutional infrastructure available for promoting foreign trade in India and the world.</li> </ul>
Critical thinking, Business Analysis, Problem Solving and Innovative Solutions (CBPI)	<ul style="list-style-type: none"> <li><i>Identify</i> opportunities for facilitating foreign trade.</li> <li><i>Assess</i> the various schemes facilitating foreign trade.</li> </ul>
Global Exposure and Cross-Cultural Understanding (GECCU)	<ul style="list-style-type: none"> <li>Comprehension of the role of international trade blocs, agreements and institutions in facilitating foreign trade.</li> </ul>
Social Responsiveness and Ethics (SRE)	<ul style="list-style-type: none"> <li><i>Judge</i> global opportunities in trade through the prism of social accountability and ethics.</li> </ul>
Effective Communication (EC)	<ul style="list-style-type: none"> <li><i>Develop</i> written and verbal client-focused communication styles and strategies.</li> </ul>
Leadership and Teamwork (LT)	<ul style="list-style-type: none"> <li><i>Combine</i> multifaceted teams for capitalizing on global trade opportunities.</li> </ul>

2. **Course Duration:** The course duration is of **40 sessions of 60 minutes each.**

## 3. Course Contents:

Module No.	Contents	No. of Sessions	70 Marks (External Evaluation)
I	<p><b>Trade Facilitation:</b></p> <ul style="list-style-type: none"> <li>Meaning</li> <li>Pillars of trade facilitation               <ul style="list-style-type: none"> <li>Transparency, simplification, harmonization, standardization</li> </ul> </li> </ul> <p><b>Role of International Institutions / Agreements/ Associations specific to trade facilitation:</b></p> <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> <li>International Air Transport Association</li> <li>International Maritime Organization</li> <li>World Bank Group</li> <li>UNCTAD and UNCITRAL</li> <li>WTO               <ul style="list-style-type: none"> <li>Trade Facilitation Agreement</li> </ul> </li> </ul>	10	17



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II	<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>	10	18
III	<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> <b>Packaging and Labelling:</b> <ul style="list-style-type: none"><li>• Indian Institute of Packaging</li></ul> <p>General provisions of National Trade Facilitation Action Plan: 2017-2020 (India).</p>	10	18
IV	<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><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>	10	17
V	<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. Pedagogy:

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



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## 5. Evaluation:

Students shall be evaluated on the following components:

	<b>Internal Evaluation</b>	<b>(Internal Assessment- 50 Marks)</b>
<b>A</b>	• Continuous Evaluation Component	30 marks
	• Class Presence & Participation	10 marks
	• Quiz	10 marks
<b>B</b>	<b>Mid-Semester examination</b>	<b>(Internal Assessment-30 Marks)</b>
<b>C</b>	<b>End –Semester Examination</b>	<b>(External Assessment-70 Marks)</b>

## 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 / Web resources etc.

1. EXIM India
2. International Journal of Export Marketing
3. Economic Times
4. Exim News
5. Global Trade Review
6. Business Standard
7. <http://www.cbic.gov.in/resources/htdocs-cbec/implmntin-trade-facilitation/national-trade-facilitation.pdf;jsessionid=34DC7A129C1E40032657672930024406>
8. <https://www.unece.org/tradewelcome/outreach-and-support-for-trade-facilitation/trade-facilitation-implementation-training.html>