



**SWAMI RAMANAND TEERTH MARATHWADA
UNIVERSITY, NANDED [M.S.]**

Faculty of Commerce and Management

Name of the Programme:

Bachelor of Commerce (Foreign Trade Practices and Procedures)

Programme Code: **B.Com. (FT)**

Choice Based Credit System (CBCS Pattern)

w.e.f. 2016-17

Curriculum of
B.Com. First Year (FT) Effective from Academic Year 2016-2017

Class	Semester	Subject Code	Subject	Continuous Assessment (CA)	End of Semester Exam ESE	Total Marks	Total Credit
B.Com- I	SEM I	Eng Paper-I	English-I	35	40	75	3
		FTPP- I	Basics of Foreign Trade	35	40	75	3
		B.C.1.1	Fundamentals of Financial Accounting-I	35	40	75	3
		B.C.1.4	Fundamentals of Statistics-I	35	40	75	3
		B.C.1.2	Business Communication-I	35	40	75	3
		B.C.1.3	Principles of Business Economics	35	40	75	3
		FTPP - II	International HRM	35	40	75	3
	SEM II	Eng Paper-II	English	35	40	75	3
		FTPP- III	International Institutions	35	40	75	3
		B.C.2.1	Fundamentals of Financial Accounting-II	35	40	75	3
		B.C.2.4	Fundamentals of Statistics-II	35	40	75	3
		B.C.2.2	Business Communication-II	35	40	75	3
		B.C.2.3	Business Economics-II	35	40	75	3
		FTPP- IV	IHRD & Industrial Visit	35	40	75	3

For detail curriculum of the courses (except the 4 FTTP courses) please refer B.Com. (General) curriculum.

Name of Programme	B.com (FT)
Semester	I Semester
Name of Course	Basics of Foreign Trade
Course Code	FTPP-I

Objective of the paper;

To familiarize the students with the basic principles of foreign trade and the position of India's foreign trade, import-export policies and various export promotion measures adopted by the government.

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities - 35 marks

Course inputs;

- 1. Introduction- (14 Periods)**
Meaning & Nature of foreign trade, international business, Difference between domestic trade and foreign trade, Theoretical foundation of international trade-Absolute cost theory, Comparative cost theory Opportunity cost theory and Modern theory of factor endowment.
- 2. Balance of trade & Balance of payment- (14 Periods)**
Meaning, Component of balance of payments, Balance of payment disequilibrium, Correction of disequilibrium, India's balance of payments
- 3. India's Foreign Trade- (14 Periods)**
Composition & Direction, Institutional set up for export promotion, State trading, Foreign Trade Policy, Export promotion measures, Special Economic Zones, Major problems of India's export sector.
- 4. Instruments of trade policy- (12 Periods)**
Tariffs-Classification and impact, Quotas-Classification and impact, Subsidies, Exchange rate, Exchange control, Non-tariff barriers (NTBs).

Reference books;

- 1) International Economics by D.M.Mithani, Himalaya Publishing House, Mumbai.
- 2) International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
- 3) International Marketing Management by R.L.Varshney & B.Bhattacharyya, Sultan Chand & Sons, New Delhi.
- 4) International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
- 5) Nabhi's Exporters Manual & Documentation, Nabhi Publication, New Delhi.

Name of Programme	B.com (FT)
Semester	I Semester
Name of Course	International Human Resource Management
Course Code	FTPP-II

Objective of the paper;

- To familiarize the students with the basic principles of HRM
- To study the latest/ recent developments and happenings pertaining to the topics/sub topics mentioned in the syllabus

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities - 35 marks

Course inputs;

- 1. Introduction- (14 Periods)**
Meaning, Model of IHRM, its features, Factors affecting IHRM , Different activities of IHRM, its strategy, Seven C's of IHRM-Cosmopolitans, Culture, Compensation, Communication, Consultancy, Competence and Co-ordination
- 2. Recruitment and Selection- (14 Periods)**
Traditional and modern sources of recruitment by global companies, Techniques of recruitment, Global selection process, Selection method standards, Evaluation of application forms, Selection tests, Interviews-types and process, Do's and Don'ts of interviewing,
- 3. Post-selection Human Resource Management- (14 Periods)**
Expatriates and international adjustments, Dimensions of international adjustments, Performance appraisal, Training and development, Compensation and benefits, Women in international business, Dual career groups, International industrial relations, Quality circles, Participative management
- 4. Recent trends in Commerce and Management including foreign trade- (12 Periods)**
The students are expected to know the importance of reading the newspaper daily and updating oneself with the news
 - How to read a newspaper?
Scan the headlines, Read the big news stories of that day, Read the editorials, Read what you like, Note down the important points
 - Collect some recent news articles, critically evaluate a news article by reading between the lines, and make the presentation followed by a question-answer session.
 - Write an essay on any topic of current interest
 - Identify a business article, frame questions based on it and find their answers.
 - Gather information on the profile of a famous business person and highlight his/her achievements in brief.

Suggested readings;

- International Business by P.Subba Rao, Himalaya Publishing House, Mumbai.
- Introduction to HRM, ICFAI, Hyderabad.
- Daily newspapers like Business Standard, Business Line, Economic Times, Financial Express etc.
- Periodicals like Outlook Money, Outlook Business, Business World, MBA Review, HRM Review, Focus WTO etc.

Name of Programme	B.com (FT)
Semester	II Semester
Name of Course	International Institutions
Course Code	FTPP-III

Objective of the paper :

To familiarize the students with the environment in which foreign trade takes place and the institutions at international level

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities – 35 marks

Course inputs;

- 1. International Economic Institutions (14 Periods)**
International Monetary Fund, World Bank, International Development Agency, International Finance Corporation, Asian Development Bank, International Liquidity & SDRs
- 2. World Trade Organisation (14 Periods)**
Introduction, General Agreement on Tariffs and Trade (GATT), Establishment of WTO, Difference between GATT & WTO ,Functions and Policies-TRIPS &TRIMS, Anti-dumping Measures, India and WTO.
- 3. Trade blocks & Regional Economic Co-operation - (14 Periods)**
Regional integration, its Objectives & Types, South Asian Association for Regional Cooperation (SAARC), SAARC Preferential Trading Agreement(SAPTA) , Association of South East Asian Nations (ASEAN), European Union (EU), North American Free Trade Agreement (NAFTA).
- 4. Multinational corporations (12 Periods)**
Different organizational models, Features of MNCs, Advantages & Disadvantages of MNCs, MNCs and developing countries, MNCs and LDCs

Reference books:

- 1) International Economics by D.M. Mithani, Himalaya Publishing House Mumbai.
- 2) International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
- 3) International Marketing Management by R.L. Varshney B. Bhattacharyya, Sultan Chand & Sons, New Delhi.
- 4) International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
- 5) Nabhi's Exporters Manual & Documentation, Nabhi Publication, New Delhi.

Name of Programme	B.com (FT)
Semester	II Semester
Name of Course	International Human Resource Development and Industrial Visit
Course Code	FTPP-IV

Objective of the paper;

- To understand different aspects of HR development
- To visit some export oriented industries and prepare an industrial visit report based on their visit

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities – 35 marks

Course inputs;

- 1. Development of Human Resource- (11 Periods)**
Meaning, Definition, Importance and benefits of training, Types of training, Assessing training, Need area of training, Importance of learning, Employee training methods, On the job training and Off the job training, Evaluation of training programmes
- 2. Training and development- (11 Periods)**
Concept of management development, Need and importance, Objective, Process, Methods, Evaluation of management Development Programmes, Improving employee performance, Updating employee skills, Preparing for promotion and managerial succession, Retaining and motivating employees, Creating an efficient and effective organisation
- 3. Transmitting learning into action - (11 Periods)**
Introduction, Learning and organizational behaviour, Transactional Analysis-Types, Brainstorming-Rules, Procedures, Advantages, Limitations, Building high performing teams-Team building types, Characteristics, Leading high performance teams-Types and significance of leadership, Qualities of leader, Improving team and individual performance.
- 4. Industrial Visit- (11 Periods)**
The students are expected to visit manufacturing units of good manufacturing practices and work culture/ export oriented industries/ shipping companies/ major ports and prepare a visit report based on their visit
- 5. Recent trends in Commerce and Management including foreign trade- (10 Periods)**
The students are expected to know the importance of reading the newspaper daily and updating oneself with the news
 - How to read a newspaper?
Scan the headlines, Read the big news stories of that day, Read the editorials, Read what you like, Note down the important points
 - Collect some recent news articles, critically evaluate a news article by reading between the lines, and make the presentation followed by a question-answer session.
 - Write an essay on any topic of current interest
 - Identify a business article, frame questions based on it and find their answers.
 - Gather information on the profile of a famous business person and highlight his/her achievements in brief.

Suggested readings;

- Performance and Reward Management, YCMO University, Nashik
- Introduction to HRM, ICFAI, Hyderabad.
- Daily newspapers like Business Standard, Business Line, Economic Times, Financial Express etc.
- Periodicals like Outlook Money, Outlook Business, Business World, MBA Review, HRM Review, Focus WTO etc.

B.Com. Second Year (FT) Effective from Academic Year 2017-2018

Class	Semester	Subject Code	Subject	Continuous Assessment (CA)	End of Semester Exam ESE	Total Marks	Total Credit
B.Com II	SEM III	Eng Paper-III	English	35	40	75	3
		FTPP-V	International Marketing-I	35	40	75	3
		CC XI	New Trends in Corporate Accounting	35	40	75	3
		CC XII	Corporate Law	35	40	75	3
		CC XIII	Principles of Business Management and Practice	35	40	75	3
		CC XIV	Cost Accounting – I	35	40	75	3
		CC XV	Banking and Finance	35	40	75	3
		FTPP-VI	Managerial Effectiveness	35	40	75	3
		SEC A	A-1 : DTP-I OR A-2 : E-Commerce OR A-3 : E-Business Marketing	35	40	75	3
	SEM IV	Eng Paper-IV	English	35	40	75	3
		FTPP-VII	International Marketing-II	35	40	75	3
		CC-XVII	Advanced Corporate Accounting	35	40	75	3
		CC-XVIII	Business Law	35	40	75	3
		CC-XIX	Risk Management	35	40	75	3
		CC-XX	Advanced Planning in India	35	40	75	3
		CC-XXI	Advanced Cost Accounting	35	40	75	3
		FTPP-VIII	International Finance And Industrial Visit	35	40	75	3
		SEC	B-1 : DTP-II OR B-2 : E-Governance OR B-3 : Retail Business Accounting-II	35	40	75	3

detail curriculum of the courses (except the 4 FFTP courses) please refer B.Com. (General) curriculum.

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Name of Programme	B.com (FT)
Semester	III Semester
Name of Course	International Marketing-I
Course Code	FTPP -V

Objective of the paper;

- a) To familiarize the students with the nature, scope and legal dimensions of international marketing

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities - 35 marks

Course inputs;

1. Introduction- (10 Periods)

Meaning & Nature of international marketing, International marketing Vs domestic marketing, Problems of international marketing, Objectives of international business

2. Internationalization- (10 Periods)

Stages of internationalization, International orientations- ethnocentrism, polycentrism, regiocentrism, geocentrism, international marketing decisions

3. International business environment- (10 Periods)

Economic environment, political environment, demographic environment, geographic and natural environment

4. International marketing intelligence- (10Periods)

Informational requirement, Sources of information, Marketing information system and Marketing research, Methods of data collection

5. Legal dimensions of international marketing- (14 Periods)

Foreign trade Development and Regulation Act 1992, Foreign Exchange Management Act (FEMA) 1999, Quality Control and Preshipment Inspection Act 1963, Customs Act 1962, International Commercial Practices, Types of legal issues, Methods of dispute settlement

Reference books:

- 1) International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
- 2) International Marketing Management by R.L. Varshney & B.Bhattacharyya, Sultan Chand & Sons, New Delhi.
- 3) International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
- 4) Export Marketing by TAS Balagopal, Himalaya Publishing House, Mumbai
- 5) Nabhi's Exporters Manual & Documentation, Nabhi Publication, New Delhi.

Name of Programme	B.com (FT)
Semester	III Semester
Name of Course	Managerial Effectiveness
Course Code	FT-VI

Objective of the paper;

- a) To familiarize the students with the basic principles of managing self and others effectively
- b) To familiarize the students with the position of India in world politics

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities - 35 marks

Course inputs;

1. **Managerial Effectiveness-I** (10 Periods)
Meaning, Characteristics of an effective manager, Stress management-Sources, types and effects of stress, coping with stress, Work-life balance
2. **Managerial Effectiveness-II** (12 Periods)
Setting goals and objectives, Creativity in management- Stages, Techniques and Barriers, Non-verbal communication, Understanding different cultures, improving cross cultural communication, Corporate etiquette, SWOT analysis.
3. **Emotional Intelligence** (12 Periods)
Emotional Intelligence- Nature, Evolution of the concept, Components, Analyzing the impact of emotions and application of Emotional Intelligence at the workplace, Improving Emotional Intelligence
4. **International Relations-I** (10 Periods)
Introduction, India in world politics, International organizations-United Nations Organization (UNO), World Trade Organization (WTO)
5. **International Relations-II** (10 Periods)
European Economic Community (EEC) Group of 15 (G-15), Group of 8 (G-8), Organization of Petroleum Exporting Countries (OPEC), New International Economic Order (NIEO)

Reference books:

- 1) Managerial Effectiveness, , ICFAI, Hyderabad.
- 2) International Relations by Atul Chandra Roy, The World Press
- 3) International Relations by V.D.Mahajan, S.Chand and Co., New Delhi.

Name of Programme	B.com (FT)
Semester	IV Semester
Name of Course	International Marketing-II
Course Code	FTPP-VII

Objective of the paper;

To familiarize the students with the 4 Ps of international marketing

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities - 35 marks

Course inputs;

1. Market selection- (10 Periods)

Need for market selection, Market selection process, Determinants of market selection, foreign market entry strategies

2. Product strategy- (10 Periods)

Product life cycle, Product communication strategy, Branding, Packaging and Labeling for exports

3. Promotion strategy- (10 Periods)

Factors influencing promotion strategy, Methods of export promotion- Advertising, Mailing list, Personal selling, Trade fairs and exhibitions

4. International marketing channels (14 Periods)

Channels between nations-Home Country Productions-Indirect export; direct export, Overseas production,-Licensing, Contract manufacturing, manufacturing facilities, assembly operations, Joint ventures, production in free areas, Internal distribution, Selection of foreign sales agent

5. Pricing strategy- (10 Periods)

Pricing objectives, Factors affecting pricing, Government interference, Steps in pricing, Export price quotations and Inco terms

Reference books:

- 1) International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
- 2) International Marketing Management by R.L.Varshney & B.Bhattacharyya, Sultan Chand & Sons, New Delhi.
- 3) International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
- 4) Export Marketing by TAS Balagopal, Himalaya Publishing House, Mumbai
- 5) Nabhi's Exporters Manual & Documentation, Nabhi Publication, New Delhi.

Name of Programme	B.com (FT)
Semester	IV Semester
Name of Course	International Finance And Industrial Visit
Course Code	FTPP-VIII

Objective of the paper;

- To familiarize the students with basics of International finance
- To study the latest/ recent developments and happenings pertaining to the topics/sub topics mentioned in the syllabus
- To visit some export oriented industries and prepare an industrial visit report based on their visit

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities - 35 marks

Course inputs;

- International Finance (10 Periods)**
Methods of international payments, Pre-shipment and post-shipment finance, Exim Bank of India- Objectives and functions, Letter of credit (L/C), Parties to the L/C, Kinds of L/C
- Foreign Investment and Collaboration (10 Periods)**
Advantages and disadvantages of foreign collaboration, Significance and Types of foreign collaboration, Factors affecting international investment, Cross border Mergers and Acquisitions, Foreign investment in India
- Foreign Exchange (10 Periods)**
Foreign exchange market and its functions, Methods of affecting international payments, Mechanism of exchange rate determination-Purchasing power parity theory, Balance of payments theory, Causes of fluctuation in exchange rates, Fixed and flexible exchange rate system, Convertibility of rupee, Foreign Exchange Management Act, International risk management
- Industrial Visit (10 Periods)**
The students are expected to visit manufacturing units of good manufacturing practices and work culture/ export oriented industries/ shipping companies/ major ports and prepare a visit report based on their visit
- Recent trends in Commerce and Management including foreign trade (14 Periods)**
The students are expected to know the importance of reading the newspaper daily and updating oneself with the news
 - How to read a newspaper?
Scan the headlines, Read the big news stories of that day, Read the editorials, Read what you like, Note down the important points
 - Collect some recent news articles, critically evaluate a news article by reading between the lines, and make the presentation followed by a question-answer session.
 - Write an essay on any topic of current interest
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Reference books:

- 1) International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
- 2) International Marketing Management by R.L.Varshney & B.Bhattacharyya, Sultan Chand & Sons, New Delhi.
- 3) International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
- 4) Daily newspapers like Business Standard, Business Line, Economic Times, Financial Express etc.
- 5) Periodicals like Outlook Money, Outlook Business, Business World, MBA Review, HRM Review, Focus WTO etc.

B.Com. Third Year (FT) Effective from Academic Year 2018-2019

Class	Sem.	Subject Code	Subject	Continuous Assessment (CA)	End of Semester Exam ESE	Total Marks	Total Credit
B. Com. III	SEM V	XXIII	Advanced Accounting – I	35	40	75	3
		XXIV	Management Accounting – I	35	40	75	3
		XXV	Auditing-I	35	40	75	3
		XXVI.E (FTPP-IX)	Export Procedure	35	40	75	3
		GE-I.1	Indian Economy-I (CBCS) OR Rural Management-I (CBCS) OR Labour Laws & Industrial Laws-I (CBCS) OR Travel & Tourism-I (CBCS) OR The Right to Information Act-2005-I (CBCS)	35	40	75	3
		XXVII.E (FTPP-X)	Marketing Logistics	35	40	75	3
		SEC-III	A-Tax Procedure & Planning) OR B- Accounting & Tally OR C- Financial Literacy	35	40	75	3
		CZ-1001	Environmental Studies	35	40	75	3
	SEM VI	XXIX	Advanced Accounting – II	35	40	75	3
		XXX	Management Accounting – II	35	40	75	3
		XXXI	Auditing-II	35	40	75	3
		XXXII.E (FTPP-XI)	Export Documentation	35	40	75	3
		GE.-II.1	Indian Economy-II (CBCS) OR Rural Management-II (CBCS) OR Labour Laws & Industrial Laws-II (CBCS) OR Travel & Tourism-II (CBCS) OR The Right to Information Act-2005-II (CBCS)	35	40	75	3
		XXXIII.E	International Transportation (FTPP-XII)	35	40	75	3
		SEC-IV.2	A- Tax Consultancy OR B- Accounting & Auditing Practices OR C- Accounting & Auditing Practices	35	40	75	3
		XXXIVE	Training & Project Work	35	40	75	3

For detail curriculum of the courses (except the 4 FTPP courses) please refer B.Com. (General) curriculum.

Name of Programme	B.com (FT)
Semester	V Semester
Name of Course	Export Procedure
Course Code	FTPP-IX

Objective of the paper;

- To familiarize the students with the various methods and procedures of foreign trade financing, foreign exchange and the institutions involved in export finance
- To make the students aware of the shipping and insurance practices and procedures which constitute the essential services for the operation of foreign trade

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities - 35 marks

- Export risk insurance- (12 Periods)**
Marine insurance- Nature, Scope, Special features, Kinds of perils, Kinds of losses, Types of marine insurance policy, Export Credit and Guarantee Corporation Ltd. and insurance covers
- Export packaging, labeling and marking- (12 Periods)**
Meaning, Definition, Introduction, Importance of packaging, 7 P's of packaging, Labeling and marking, Methods of marking, International freight marking symbols.
- Quality Control - (06 Periods)**
Meaning, Definition, Introduction, Objectives of Quality Control, Institutional set up, Methods, Problems in maintaining quality, Recent terms in quality control.
- Pre-shipment Inspection- (10Periods)**
Pre-shipment Inspection, ISO-9000 and ISO- 14000 series of standards, Implementation of ISO-9001-2000 quality management system, HACCP, OHSMS, IS-15000-1998, IS-18001-2000, Eco-labeling.
- Shipping and customs clearance - (14 Periods)**
Role of freight forwarding agent in shipping the goods, Steps of shipping, Multimodal transportation of goods, Tramp and liner shipping, Containerization- Advantages and disadvantages, Types of containers, Strains caused by container transports, Customs clearance of export cargo.

Reference books;

- International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
- International Marketing Management by R.L.Varshney & B.Bhattacharyya, Sultan Chand & Sons, New Delhi.
- International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
- Nabhi's Exporters Manual & Documentation, Nabhi Publication, New Delhi.
- Nabhi's How to Export, Nabhi Publication, New Delhi.
- Nabhi's How to Import, Nabhi Publication, New Delhi.
- Export procedure by M.I.Mahajan

Name of Programme	B.com (FT)
Semester	V Semester
Name of Course	Marketing Logistics
Course Code	FTPP-X

Objective of the paper;

To familiarize the students with the basics of marketing logistics

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities – 35 marks

Course inputs;

1. Introduction to Marketing Logistic (10 Periods)

Introduction, Concept of Marketing Logistics, Objectives of Marketing Logistics, Importance of Marketing Logistics, Domestic and International Logistics, Recent Developments in International Logistics,

2. International Marketing Strategies and Logistics - (12 Periods)

Introduction, Objective Customer Service, Strategic Logistics Planning, Major Aspects of Strategic Logistical Planning, Factors Influencing Logistics Planning, Strategic Distribution Arrangements, The Three Important Concepts, The Cost Trade Offs, The Total Cost Concept, The Total System Concept, Challenges of the Market Place,

3. Inland Transportation - (12 Periods)

Road Transport-Role of Road Transport in movement of Export and Import Cargoes, Limitations of Road Transport System, Expansion of Road Network and Modernization of Fleet, Rail Transport-Freight Traffic, Export-Import Traffic, Projections of Railway's Revenue Earning Freight Traffic, Modernization Programme, Some Important Observations.

4. Overseas Transportation (10 Periods)

Water Transport-Inland Waterways Authority of India, Central Inland Water Transport Corporation, Constraints Faced by Inland water Transport, Future Prospects, Air Transport-Organization of Air Transport, Air Services, Multi-Modal Transport

5. Warehousing- (10 Periods)

Introduction, Objectives, Concept of warehousing, Elements of warehousing, Functions of Warehousing, Role of Warehouse in economic development, Warehousing alternatives, advantages of public warehouse, Warehousing corporation in India, Objective and functions of Warehousing corporations, Functions of Central warehousing corporation, Recent terms in warehousing in India.

Reference books;

- 1) International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
- 2) International Marketing Management by R.L.Varshney & B.Bhattacharyya, Sultan Chand & Sons, New Delhi.
- 3) International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
- 4) Nabhi's Exporters Manual & Documentation, Nabhi Publication, New Delhi.

Name of Programme	B.com (FT)
Semester	VI Semester
Name of Course	Export Documentation
Course Code	FT-XI

Objective of the paper;

To familiarize the students with the basic documents involved in foreign trade

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities - 35 marks

Course inputs;

- 1. Processing an export order – (10Periods)**
Registration of firms with authority, BIN number, PAN number, Obtaining IEC, RCMC, Excise clearance, Customs clearance, steps of entering into an export contract, Procedure of an export order.
- 2. Export documentation: (12 Periods)**
Documents related to goods, shipment, payments, inspection, excisable goods and foreign exchange regulation, Certificate of Manufacturer, Bill of Lading Certificate of Origin, Commercial Invoice, Consular Invoice, Electronic Export Information (EEI)
- 3. Export incentives and schemes of government of India: (10 Periods)**
Provisions of Foreign Trade policy 2015-20 and annual supplements to the policy, GSP and GSTP rules as per Foreign Trade policy.
- 4. Export promotion measures: (12Periods)**
Export Promotion Council (EPC), Free Trade Zones (FTZs), Export processing zones (EPZs), special economic zone (SEZ),Export-Oriented Unit (EOU), Recent terms.
- 5. Career avenues in Foreign Trade: (10 Periods)**
Export Business Development Manager, Head of International Sales and Marketing, Export Marketing Manager, International Business Consultant/ Foreign Trade Consultant, Manager Operations- Export, Associate Relationship Manager, Foreign Trade and Business Analyst, Trading Strategist, Foreign Exchange Specialist, Freight Forwarding Agent,

Reference books;

1. International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
2. International Marketing Management by R.L.Varshney & B.Bhattacharyya, Sultan Chand & Sons, New Delhi.
3. International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
4. Nabhi's Exporters Manual & Documentation, Nabhi Publication, New Delhi.
5. Nabhi's How to Export, Nabhi Publication, New Delhi.
6. Nabhi's How to Import, Nabhi Publication, New Delhi.
7. Export procedure by M.I.Mahajan

Name of Programme	B.com (FT)
Semester	VI Semester
Name of Course	International Transportation
Course Code	FTPP-XII

Objective of the paper;

To familiarize the students with the basics of International Transportation

Scheme of marking;

- University written exam- 40 marks
- Internal exam based on assignments, seminars and participation in other activities – 35 marks

1. Ocean Transport- (10 Periods)

Introduction- Ocean Transport, Significance of ocean Transport, features of ocean Transport, Development of commercial shipping, Operations and constraints of shipping, types of shipping, classification of shipping.

2. Multi-modalisation- (12 Periods)

Introduction, Concept of Unitization, Concept of containerization,-need of containerization, dimensions of containerization ,advantages and disadvantages of containerization, types of containerization, Inter-modalism, multi-modalism ,Inland container depots, Container freight stations, Land bridging.

3. Indian Shipping- (12 Periods)

Introduction, Importance of National Shipping, Advent of Shipping Industry in India, Growth and Perspective, Shipping in Five Year Plans, Basic Objectives, Age profile of Indian shipping, Stages of development of Indian shipping, Problems of Shipping Industry.

4. Export Marketing - (10 Periods)

Definition, Features of Export marketing, Scope of Export marketing, Role of Export, Difference between international marketing and Domestic marketing, Motives behind firms adopting export marketing.

5. Legal Aspects of Carriage of Goods (10 Periods)

Introduction, carriage of goods by sea, charter party, Bill of lading, difference, Carriage of goods by air, carriage of goods by land and rail, carriage of goods by Multi model transport.

Reference books;

- 1) International Trade & Export Management by Francis Cherunilam, Himalaya Publishing House, Mumbai.
- 2) International Marketing Management by R.L.Varshney & B.Bhattacharyya, Sultan Chand & Sons, New Delhi.
- 3) International Business by P.Subba Rao, Himalaya Publishing House, Mumbai
- 4) Nabhi's Exporters Manual & Documentation, Nabhi Publication, New Delhi.
- 5) Nabhi's How to Export, Nabhi Publication, New Delhi.
- 6) Nabhi's How to Import, Nabhi Publication, New Delhi.
- 7) Export procedure by M.I.Mahajan