



## **Masters of Business Administration (MBA) – Semester - 3**

### **Course Teaching Plan**

**Course Title:** Export –Import Management

**Course Code:** 340039313

**Course Credit:** 4

#### **Course Introduction:**

Export Import Course gives foundation to career in International Business and Trade. The rapid growth of International trade has opened enormous opportunities for qualified and skilled professional to administrators Export and Import Process. Course provides Fundamental knowledge about process ,policies and documentation for Export –Import.

#### **Course Objectives:**

- To Provide Information about Export –Import procedure for International Business.
- To develop understanding about how to start export business or start importing with other countries
- To inculcate knowledge of documentation and rules /acts required for Export –Import
- To explore different ways and process of how to increase market share in the competitive world market and expand businesses to overseas.
- To develop skills and ability to understand real task and challenges of companies and explore solutions for them by experiential learning.

#### **Course Learning Outcomes:**

- CLO1: Students will get information about Export-Import Procedure Required for International Trade.
- CLO2: Develop understanding about how to start export business or start importing with other countries
- CLO3: Knowledge of documentation and rules /acts required for Export –Import
- CLO4: How to increase market share in the competitive world market and expand, International Market, overseas?
- CLO5: Students will have practical understanding of international trade with the help of project.

#### **CLO –PO Mapping Matrix**

	PO1	PO2	PO3	PO4	PO5
CLO1: Students will get information about Export-Import Procedure	5	4	5	4	5
CLO2: Develop understanding about how to start export business or start importing with other countries	5	4	5	4	5
CLO3: Knowledge of documentation and rules /acts required for Export –Import	5	5	5	4	5
CLO4: Explore different ways and process of how to increase market share in the competitive world market and expand, International Market, overseas?	5	4	5	4	5
CLO5: Students will have practical understanding of international trade with the help of project.	5	4	5	4	5

Correlation levels: 3= 'High', 2='Medium', 1='Low' and '-' = No correlation

**Activity based Session Plan( 30 Hours Class room +10hrs Project work) :**

Session nos	Syllabus Content
	UNIT -1
1-4	Exports Procedures & Documentations: Definition of Export and Import. Understanding an Export Transaction. Preliminaries of starting Export Import Business EXCHANGE RATE MECHANISM:

	<p>Role of banks in Foreign Trade Transaction</p> <p>Basic Concepts</p> <p>Outward and Inward remittances in Foreign Exchange</p> <p>Buying and Selling of Foreign Exchange</p> <p>Different types of foreign currency rates</p>
5-10	<p><b>PROCEDURE FOR STARTING FOREIGN TRADE ACTIVITY</b></p> <p>Categories and types of Exports</p> <p>Online procedure for obtaining IEC and RCMC</p> <p>Identifying and sourcing of the Buyers in the international market</p> <p>Negotiation with the foreign prospective foreign Buyer</p> <p>Forex/FTP policy provision regarding samples and Gifts</p> <p>Export Order, its scrutiny, processing and execution</p> <p>Payment Terms</p> <p>Various methods of settlement of export/ Import transaction.</p> <p>Documents on collection and Letter of Credit, including understand of UCPDC</p> <p><b>DOCUMENTATION.</b></p> <p>Complete export documents, including principal, auxiliary and regulatory documents.</p> <p>Importance of various export documents</p> <p>Export Documents and GST</p>
	Unit -2

11-15	<p>EXPORTS FINANCE AND EXCHANGE REGULATIONS.</p> <p>Export pricing</p> <p>Costs Concepts: Fixed, Marginal and Variable Costs</p> <p>Export Pricing,</p> <p>Problems on export Pricing</p> <p>Export Finance :</p> <p>Pre shipment and Post Shipment Finance</p> <p>Export Finance in Foreign Currency</p> <p>Scrutiny of Export Letter of Credit and Negotiation of documents under LC</p> <p>Discrepant documents</p> <p>Export credit and guarantee,</p> <p>Suppliers Credit / Buyers Credit</p> <p>Project exports</p> <p>EXIM BANK,</p> <p>Its role and functions</p> <p>Derivatives, Hedging and other options</p>
16-20	<p>Definition: Need for Imports. Definition and meaning of Imports.</p> <p>Procedures for Imports: Import finance. Opening of Import Letter of credit. External commercial Borrowings. Buyers Credit/Trade Credit. Direct Imports. Retirement of Import documents under an LC or otherwise on collection. FEMA provision regarding Imports.</p> <p>GST: Main provisions for Imports / Exports</p>
	Unit 3

21-25	<p>Role of Customs and regulations regarding imports Indian Customs Act. 1962.</p> <p>Filing of Bill of entry. Clearance of cargo at the time of imports. Valuation and assessment of goods for payment of customs duty. Method for calculation of customs duty. Import of Technology, Drawings and Designs. Import of Samples / Gifts. Imports for personal use &amp; Baggage rules. Imports through post and courier.</p> <p>Customs Clearance &amp; Freight Forwarding.</p>
	Unit 4
26-30	<p>FEMA:</p> <p>Introduction to FEMA, Authorized Dealers</p> <p>Current account and Capital account Transaction</p> <p>Rupee convertibility on Current/ Capital account</p> <p>FEMA provisions regarding Exports,</p> <p>Foreign Currency accounts for Residents and Non Residents</p>
31-34	<p>Foreign Trade Policy:</p> <p>Preamble Legal Frame work.. Govt. objective under Foreign Trade Policy. Current Trade Agreements Structure of Import Policy. General policy provisions regarding Imports and exports. Promotional Measures. Duty exemption / Remission Scheme. EPCG scheme. SEZ, 100% EOU's, EHTP, SEZ, FTZ etc. Deemed Exports. Current Foreign Trade Policy.</p> <p>Export –Import Regulations</p> <p>Rules and other acts.</p>
	Unit 5(Project)
35-40	<p>Students have to visit one organization doing Export –Import Business with Foreign Country or a Company and prepare a project report on International Business Trade and solutions to the problems or tasks given by company for a selected country (Hackathon)</p>

**Assessment Scheme :**

Specific assessment method	% Weight age	CLO to be assessed					Theory	Practical
		CLO 1	CLO 2	CLO3	CLO4	CLO5		
Exams	60%	✓	✓	✓	✓	✓	✓	
Project and Presentation	30%	✓	✓	✓	✓	✓	✓	✓
Visit and Report	10%	✓	✓	✓	✓	✓	✓	✓

**Educational Resources**

Educational Resources	Description
Reference Book	Export –Import management by Justin Paul and Rajiv Astrekar  International Business Elements and operations by Daniel  Acts/rules and policy handouts for International Trade
Journals/ Magazine/periodicals/Books	Journal of International Business Studies  International Business Review
Links	<a href="http://www.intracen.org">www.intracen.org</a> (website of International Trade Centre)

