



GUJARAT TECHNOLOGICAL UNIVERSITY

Syllabus for Integrated Master of Business Administration, 8th Semester

Functional Area Specialization: International Business

Subject Name: Foreign Trade Facilitation

Subject Code: 2587142

With effective
from academic
year 2017-18

1. Learning Outcome:

Learning Outcome Component	Learning Outcome (Student will be able to)
Business Environment and Domain Knowledge (BEDK)	<ul style="list-style-type: none"> Assess the institutional infrastructure available for promoting foreign trade in India and the world; for a specific product / service.
Critical thinking, Business Analysis, Problem Solving and Innovative Solutions (CBPI)	<ul style="list-style-type: none"> Evaluate the various schemes facilitating foreign trade in India.
Global Exposure and Cross-Cultural Understanding (GECCU)	<ul style="list-style-type: none"> Discuss the role of multinational and international institutions and agreements in world trade.
Social Responsiveness and Ethics (SRE)	<ul style="list-style-type: none"> Judge global opportunities in trade through the prism of social accountability and ethics.
Effective Communication (EC)	<ul style="list-style-type: none"> Prepare a report exploring the export potential of a product, aided by facilitating measures.
Leadership and Teamwork (LT)	<ul style="list-style-type: none"> Simulate a foreign trade transaction in a team.

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>Trade Facilitation:</p> <ul style="list-style-type: none"> Meaning Pillars of trade facilitation <ul style="list-style-type: none"> Transparency, simplification, harmonization, standardization <p>Role of International Institutions / Agreements/ Associations specific to trade facilitation:</p> <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 International Air Transport Association International Maritime Organization World Bank Group UNCTAD and UNCITRAL WTO <ul style="list-style-type: none"> Trade Facilitation Agreement 	10	17



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II	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)	10	18
III	<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 Packaging and Labelling: <ul style="list-style-type: none">• Indian Institute of Packaging <p>General provisions of National Trade Facilitation Action Plan: 2017-2020 (India).</p>	10	18
IV	<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• Schemes for exports of Gems & Jewellery• EPCG SEZ, EOUS, EHTPs, STPs, BTPs. Deemed Exports.	10	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. 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:

	Internal Evaluation	(Internal Assessment- 50 Marks)
A	• Continuous Evaluation Component	30 marks
	• Class Presence & Participation	10 marks
	• Quiz	10 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 / 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>