

GANPAT UNIVERSITY									
FACULTY OF MANAGEMENT STUDIES									
Programme	Master of Business Administration				Branch/Spec.	International Business			
Semester	III				Version	1.0.0.1			
Effective from Academic Year		2021-22			Effective for the batch Admitted in			June 2020	
Subject code	2IIIA06EIM		Subject Name		EXPORT-IMPORT MANAGEMENT				
Teaching scheme					Examination scheme (Marks)				
(Per week)	Lecture (DT)		Practical (Lab.)		Total		CE	SEE	Total
	L	TU	P	TW					
Credit	04	00	00	00	04	Theory	60	40	100
Hours	04	00	00	00	04	Practical	00	00	00
Pre-requisites:									
Objectives:									
<ul style="list-style-type: none"> The objective of course is to familiarize students with the basic concepts and tools in Export-Import Management to help the decision making. 									
Learning Outcome:									
On successful completion of the course, the students will be able to:									
<ul style="list-style-type: none"> 2IIIA06EIM.CO1: Understand the institutional framework of India's foreign trade, export-import policy, and related legal provisions. 2IIIA06EIM.CO2: Apply knowledge of export-import procedures, pricing, and risk management techniques in international trade operations. 2IIIA06EIM.CO3: Analyze export-import logistics, customs clearance processes, and international transport systems for efficient trade execution. 2IIIA06EIM.CO4: Evaluate government policies, incentives, and promotional schemes influencing India's export competitiveness and foreign collaborations 									
Theory syllabus									
Unit	Content								Hrs
1	Foreign Trade: Institutional Framework and Basics & Export / Import Documentation and Steps: WTO and Trade Liberalization, Role of Government/Semi-government Agencies in Export Promotion, Steps for Successful Exporting, EXIM policy, India's Foreign trade policy, FERA FEMA act, Export-Import Documentation								20
2	Export/Import Pricing, Payment, Financing and Risk management: Method of payment, Financing Exporters and Importers, Incoterms, Pre-shipment Finance, Post-Shipment Export Advance, Types of Risks, Quality and Pre-Shipment Inspection								20
3	Export/Import shipment, Custom clearance & Logistics: Clearance of Import Cargo, Clearance of Export Cargo, Customs Valuation, Planning Physical Distribution, Benefits of an Efficient Logistics System, Critical Elements of a Logistics System, International Transport System								10
4	Foreign trade incentives, Facilities and Promotion: Duty drawback, Duty entitlement pass book(DEPB), EPCG, Special economic zone, Free trade and warehousing zone, Star export house, EOUs, Technology parks, Deemed export, Export promotion council, Foreign collaboration, FII investment, joint venture								10
Text Books									
	1. Justin Paul and Rajiv Aserkar, Export Import Management, Second Edition, Oxford University Press, 2013 2. Aseem Kumar; Export-Import Management, Excel Books Publications, New Delhi								
Reference Books:									

	<ol style="list-style-type: none"> 1. "Export Management", P.K.Khurana, Second edition, Galgotia Publishing Company, New Delhi 2. Cherian and Parab: Export Marketing, Himalaya Publishing House, New Delhi 3. Government of India: Handbook of Procedures, Import and Export Promotion, New Delhi. 4. Rathod, Rathor and Jani: International Marketing, Himalaya Publishing House, New Delhi. 5. Export – Import manual, Nabhi Publication, New Delhi 6 Government of India: Export-Import Policy, procedures, etc. (Volumes I, II and II) New Delhi.
Other References/ Online Resources:	
	<p>Supplementary reading material:</p> <ul style="list-style-type: none"> ● Export – Import policy; Ministry of Commerce, Government of India. ● How to Export, Nabhi Publication, New Delhi, 19th Edition, 2012 ● Annual Reports of Ministry of Commerce ● IIFT, various publications. <p>Journals:</p> <p>International Journal of Export Marketing Global business review International business & economic research journal Ministry of Commerce, Handbook of Procedures, Volumes I and II, Government of India, New Delhi.</p> <p>Web sites:</p> <p>International Trade Association at http://www.ita.doc.gov World Fact Book at http://www.cia.gov/cia/publications/factbook World Bank at http://www.worldbank.org International Monetary Fund at http://www.imf.org World Export-Import Bank of the United States at http://www.exim.gov Foreign Trade Authority http://http.dgftcom.nic.in CBEC http://www.CBEC.gov.in WTO website World Trade Organization www.wto.org Export business policies www.eximtutor.com</p>

Mapping of CO with PO and PSO:

Semester 3: Course Name: 2IIIA06EIM EXPORT–IMPORT MANAGEMENT							
Course outcomes	PO1	PO2	PO3	PO4	PO5	PO6	PO7
2IIIA06EIM.CO1	3	2	1	3	1	2	0
2IIIA06EIM.CO2	3	3	1	2	2	3	2
2IIIA06EIM.CO3	2	3	2	3	2	2	1
2IIIA06EIM.CO4	1	2	2	3	1	3	3

Semester 3: Course Name: 2IIIA06EIM EXPORT–IMPORT MANAGEMENT			
Name of CO	PSO - 1	PSO - 2	PSO - 3
2IIIA06EIM.CO1	2	1	2
2IIIA06EIM.CO2	3	2	1
2IIIA06EIM.CO3	3	3	2
2IIIA06EIM.CO4	2	2	3