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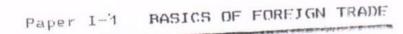
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FOREIGN TRADE PRACTICES AND PROCEDURES

Contents for Non-Semester Courses

Periods



Objectives: To familiarise the students with the basic principles of foreign trade and the environment in which foreign trade takes place.

- Why trade takes place? Theories of International trade
- Balance of Trade and Balance of Payments
- Objectives of Trade policy and role of foreign trade in economic growth.
- Instruments of trade Policy tariffs, quantiative restrictions, exchange control and exchange rate adjustments.
- International economic institutions GATT, UNCTAD,
 IMF and World Bank
- Trade Blocs and Regional Economic Cooperation

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Paper-1-2 INDIA'S FOREIGN TRADE

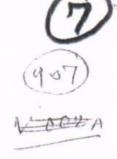
Objectives: To familiarise the students with the position of India's foreign trade, import and export policies and various promotion measures adopted by the Government.

		Peri
	Analysis of India's Foreign-Trade Growth trends, composition and direction	4
	India's Balance of Payments including invisibles	-1
. 1-	Assessment of Prospects - Products and markets	4
-	India's trade agreements	3
-	Salient features of India's export-import policy	4
94440	Institutional set-up for export promotion	3
**	Export Assistance measures, free trade zones and 100% EDUs	4
***	State trading in India	2
	Sources and analysis of foreign trade statistics	2
В	noks for	
Р	aper - 1 International economics by P.T. Fllsworth International Economics by C.P. Kindelberger	
Þ	aper - 2 Annual Reports of the Ministry of Commerce	

Annual Economic Surveys

Import and Export Policy 1992-97.

BARLE



Paper-JI-1 FLEMENTS OF EXPORT MARKETING

Objectives: To familiarise the students with the nature and scope of international marketing as also the four Ps of International marketing

OP.	jectives:	scope of international marketing as an of International marketing	
		(if Tiles, ii-	Perjod
		exports, scope of export marketing and why should	6
-	Role of e	xport	7
. 4		n of export products	4
-	Selectin	ng export markets	3
***		and indirect export and role of export houses selection and appointment of agents, agency	3
	agreeme	nt and	4
			4
	_ legal a	aspects of export contracts including INCO terms	4
	- Arbitr	ation and settlement of disputes	
		Export Management by TAS Balagopal	
		Export Management by S.R. Ullal	y and
		Export Hamagement by Varshne	1

International Marketing Management by Varshney and



Paper-II-2 FOREIGN TRADE FINANCING AND PROCEDURES

Objectives: To familiarise the students with the various methods and procedures of foreign trade financing, foreign exchange rates, costing and pricing for exports and the various institutions involved in export financing.

		Perio
nie.	Export Payment Terms including letters of credit and their operation	4
-	Pre-shipment and post-shipment finance	-4
	Import finance and letters of credit and operation thereof	3
***	Role of Banks in foreign trade finance	.1
-	Obtaining ECGC Policy and filing claims	3
	Obtaining long term export credit from FXIM/Bank	13
-	Costing and Pricing for exports	4
	International capital markets, foreign exchange rates, exchange fluctuations and obtaining forward cover	ž.
Bo	ooks: Finance of Foreign Trade by Keshkamat	

Finance of Foreign Trade by G.S. Lall

BAM-Paper I



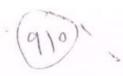
Paper-III - 1 SHIPPING AND INSURANCE PRACTICES AND PROCEDURES

To make the students aware of the shipping, and insurance practices and procedures which constitute Objectives: the essential services for the operation of foreign

	trade	
		Periods
-	Role of shipping, liners and tramps, bills of lading and Charter Party	-4
-	Determination of freight	7
-10-40	Containeriztion and other developments	22
	Air transport and procedures involved in the determination of freight and booking of cargo space	3
	Multi-modal transport and the procedures involved	£7
	Packing and marking for exports	2
		3
	Cargo insurance, its importance, basic principles, types of cover, types of losses and determination of premium	డ
	Obtaining a cover a filing a claim	4
I	Books: Export Management by T.A.S. Balgopal	
1	Export Management by S.R. Ullal	



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FOREIGN TRADE DOCUMENTATION AND PROCEDURES

Objectives: To familiarise the students with the basic documents involved in foreign trade, processing of an export order, customs clearance of export and import cargo, and negotation of documents.

1		16110
-	Need, rationale and types of documents	4
	Obtaining export and import licences	3
-	Processing an export order	4
-	Preshipment inspection and quality control	2.
-	Foreign exchange and GR formalities	13
1	Excise and customs clearance of export cargo	4
	Shipment of goods and port procedures	3
	Customs clearance of import cargo	3
-	Post-shipment formalities and procedures	3
1	Claiming duty drawbacks and other benefits.	3

Dooks: Handbook of Import and Export Procedures Export What, Where and How by Paras Ram