#### BAI-I

Vaga.

### FOREIGN TRADE PRACTICES AND PROCEDURES

905

### Contents for Non-Semester Courses

Periods

## Paper I-1 BASICS OF FOREIGN TRADE

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 4

- 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 3

#### 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.

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	Analysis of India's Foreign-Trade Growth trends, composition and direction	4
-	India's Balance of Payments including invisibles	4
, 1	Assessment of Prospects - Products and markets	4
-	India's trade agreements	3
iner.	Salient features of India's export-import policy	4
.000	Institutional set-up for export promotion	3
	Export Assistance measures, free trade zones and 100% EOUs	4
-	State trading in India	2
	Sources and analysis of foreign trade statistics	Z
Br	noks for	
Pa	aper - 1 International economics by P.T. Fllsworth International Economics by C.P. Kindelberger	
P	Annual Reports of the Ministry of Commerce Annual Economic Surveys Import and Export Policy 1992-97.	

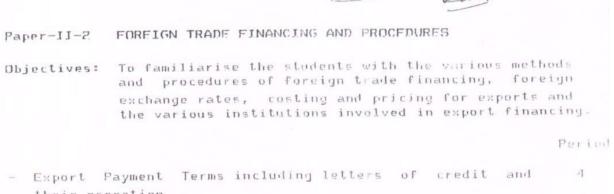




# Paper-JI-1 FLEMENTS OF EXPORT MARKETING

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

- Role of exports, scope of export marketing and why should a firm export  - Selection of export products  - Selecting export markets  - Direct and indirect export and role of export houses  - Channel selection and appointment of agents, agency agreement and payment of agency commission  - Promotion abroad, use of mailing lists, advertisement abroad, and participation in trade fairs and exhibitions  - Legal aspects of export contracts including INCO terms  - Arbitration and settlement of disputes  - Books: Export Management by TAS Balagopal	Peri	of International man
<ul> <li>Selection of export products</li> <li>Selecting export markets</li> <li>Direct and indirect export and role of export houses</li> <li>Channel selection and appointment of agents, agency agreement and payment of agency commission</li> <li>Promotion abroad, use of mailing lists, advertisement abroad, and participation in trade fairs and exhibitions</li> <li>Legal aspects of export contracts including INCO terms</li> <li>Arbitration and settlement of disputes</li> <li>Books: Export Management by S.R. Ullal</li> </ul>	arketing and why should 6	- Role of exports, scope of export r
<ul> <li>Selecting export markets</li> <li>Direct and indirect export and role of export houses</li> <li>Channel selection and appointment of agents, agency agreement and payment of agency commission</li> <li>Promotion abroad, use of mailing lists, advertisement abroad, and participation in trade fairs and exhibitions</li> <li>Legal aspects of export contracts including INCO terms</li> <li>Arbitration and settlement of disputes</li> <li>Books: Export Management by S.R. Ullal</li> </ul>	4	
<ul> <li>Channel selection and appointment of agents, agency agreement and payment of agency commission</li> <li>Promotion abroad, use of mailing lists, advertisement abroad, and participation in trade fairs and exhibitions</li> <li>Legal aspects of export contracts including INCO terms</li> <li>Arbitration and settlement of disputes</li> <li>Books: Export Management by TAS Balagopal</li> </ul>	e of export houses 3	Colorting export markets
<ul> <li>Promotion abroad, use of mailing lists, advertisement abroad, and participation in trade fairs and exhibitions</li> <li>Legal aspects of export contracts including INCO terms</li> <li>Arbitration and settlement of disputes</li> <li>Books: Export Management by TAS Balagopal</li> </ul>	ent of agents, agency y commission	- Channel selection and appoint
- Legal aspects of export contracts including INCO terms - Arbitration and settlement of disputes  Books: Export Management by TAS Balagopal	g lists, advertisements e fairs and exhibitions	- Promotion abroad, use of maili
Books : Export Management by TAS Balagopal	including INCO terms	- legal aspects of export contract
Export Management by S.R. Ullal	alagopal	+ Management by TAS
International Marketing Management by Varshney Bhattacharyya.	Ullal Management by Varshney am	. International Marketing



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-	Export Payment Terms including letters of credit and their operation	4
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	Role of Banks in foreign trade finance	-1
	Obtaining ECGC Policy and filing claims	73
	Obtaining long term export credit from FXIM/Bank	3
	- Costing and Pricing for exports	6
	International capital markets, foreign exchange rates, exchange fluctuations and obtaining forward cover	£,

Books: Finance of Foreign Trade by Keshkamat Finance of Foreign Trade by G.S. Lall



# Paper-III - 1 SHIPPING AND INSURANCE PRACTICES AND PROCEDURES

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

trade	
	Period
<ul> <li>Role of shipping, liners and tramps</li> <li>Charter Party</li> </ul>	, bills of lading and 4
Determination of freight	2
- Containeriztion and other developmen	ts 2
- Air transport and procedures determination of freight and booking	involved in the 3
- Multi-modal transport and the proceed	Tures involved 2
- Packing and marking for exports	2
<ul> <li>Forwarding and clearing agents and</li> </ul>	their operations 3
- Cargo insurance, its importance, boof cover, types of losses and determined to the cover.	asic principles, types & mination of premium
- Obtaining a cover a filing a claim	4
Books: Export Management by T.A.	S. Ralgopal
. Export Management by S.R.	Ullal



## BAM - Paper U



#### Paper-III - 2 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.

		4 96 4 96 66
-4.0	Need, rationale and types of documents	4
	Obtaining export and import licences	23
400	Processing an emport order	4
	Preshipment inspection and quality control	2
	Foreign exchange and GR formalities	3
	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
	Claiming duty drawbacks and other benefits.	3
De	poks: Handbook of Import and Export Procedures Export What, Where and How by Paras Ram	