

Faculty of Arts

SUBJECT: Economics

B.A/B.Sc/B.Com/BBA/BCA -I Sem (SEC)

Paper- Export Import Management

Course Outcomes

CO. No.	Course Outcomes	Cognitive Level
CO 1	Understand the Import & Export Procedures in India	U
CO 2	Learn the essential documents for importing and exporting	U
CO 3	Understand the different types of tariff and non-tariff barriers.	U
CO 4	Infer the Government's Export Assistance and promotion schemes in India and various policies framed under it	U and App
CO 5	Gather the differences between Risk Management, Treatment, Avoidance and Reduction along with Business Continuity Practices	U and App
CO 6	Analyze Market Entry and Export Strategies	An
CO 7	Develop Practical Skills through Simulations and Project	An and App

Credit and Marking Scheme

	Credits	Total Marks
Theory	3	100

Units	Topics	No. of Lectures
UNIT I	Import-Export Management: Overview Import Export Management Introduction; Concept Key Feature; Foreign Trade - Institutional Framework and Basics; Trade Policy; Foreign Trade; Simplification of Document; Reduction in Document to File for Custom Purpose; Exporting; Importing Counter Trade; the Promise and Pitfall of Exporting; Improving Export Performance; Counter Trade. Practical Activities – Drafting Export Business Plan, OR Visit to DGFT Website (India) Task – Navigate https://www.dgft.gov.in to: • Search export promotion schemes. • Check IEC registration procedure. • Prepare a report on findings.	15
UNIT II	International Marketing: Environmental and Tariff Barrier International Marketing; Definition, Components of International Marketing Management; Trade Barrier Definition: Components of Trade Barrier, Objectives of Trade Barrier.-Non-Tariff Barriers; Government Participation in Trade; Quota; Advalorem Duty; Specific Duties and their Differences. Export and Import Financing, Procedure, and Primary Consideration Export and Import Financing Procedures; 14 Steps for Conducting Export Transaction; Export Assistance; Export-Import Primary Consideration. Practical Activities – Export Cost Sheet Preparation Task: Prepare a cost sheet including: • Product cost • Packaging • Freight • Insurance • FOB, CIF price • Use real or assumed data.	15
UNIT III	Import Export Documentation Import and Export Documentation: Introduction, Freight Forwarder's Powers of Attorney, Bill of Lading, Certificates of Origin, Letter of Credit. Processing of Export Order; Nature and Format of Export Order; Examination and Confirmation of Export Order; Manufacturing or Procuring Goods; Central Excise Clearance; Pre-Shipment Inspection; Appointment of Clearing and Forwarding Agents; Transportation of Goods to Port of Shipment; Port Formalities and Customs Clearance; Dispatch of Documents by Forwarding Agent to the Exporter; Certificate of Origin and Shipment Advice; Presentation of Documents to Bank; Claiming Export Incentives; Excise Rebate; Duty Drawback. Practical Activities – International Market Research Report Task: Select a product and find: • Top 3 importers • Trade volume & value • Competitor countries • Tariff barriers	15

Suggested Readings:

1. Export Import Policy, Publisher: Ministry of Commerce, Government of India, New Delhi.
2. Electronic Commerce by N. Janardhan, Publisher: Indian Institute of Foreign Trade, New Delhi.
3. Nabhi's Exporters Manual and Documentation, Publisher: Nabhi Publication, New Delhi.
4. Nabhi's New Import Export Policy, Publisher: Nabhi Publication, New Delhi.
5. Export – What, Where, How by Ram Paras, Publisher: Anupam, Delhi.

Suggested equivalent online courses:

- https://nptel.ac.in/content/storage2/courses/110105031/pr_pdf/Module-31%20pdf..pdf
- https://onlinecourses.nptel.ac.in/noc20_mg54/preview
