



# ST. ALOYSIUS COLLEGE(AUTONOMOUS), JABALPUR

Reaccredited 'A+' Grade by NAAC(CGPA:3.68/4.00)

College with Potential for Excellence by UGC

DST-FIST Supported & STAR College Scheme by DBT

## Faculty of Arts

**SUBJECT: VOCATIONAL COURSE**

**B.A/BBA/BSc/BCA/BCom. V Semester**

**Paper-Export Import Management**

**(Export Import Finance Procedure)**

### Course Outcomes

CO. No.	Course Outcomes	Cognitive Level
CO 1	<ul style="list-style-type: none"><li>Understand updates information of RBI guidelines for foreign trade</li></ul>	R and U
CO 2	<ul style="list-style-type: none"><li>Equip students with institutional financing system in foreign trade</li></ul>	U and Apply
CO 3	<ul style="list-style-type: none"><li>Understand Pre-shipment finance documents and procedures</li><li>Understand Post-shipment finance documents and procedures</li></ul>	U
CO 4	<ul style="list-style-type: none"><li>Understand Export incentives</li><li>Understand Payments system in foreign trade</li></ul>	U
CO 5	<ul style="list-style-type: none"><li>Understand Payments system in foreign trade</li></ul>	U

### Credit and Marking Scheme

	Credits	Marks		Total Marks
		Internal	External	
<b>Theory</b>	2	40	60	<b>100</b>
<b>Practical</b>	2	100		<b>100</b>

### Evaluation Scheme

	Marks	
	Internal	External
<b>Theory</b>	3 Internal Exams of 20 Marks each (During the Semester) (Best 2 will be taken)	1 External Exams (At the End of Semester)





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## Content of the Course

### Theory

Total No. of Lectures + Practical (in hours per week): L-1 H / P-1 Lab Hr. (2 Hrs.)

Total No. of Lectures: 45 Hrs.

Maximum Marks: 60

Unit (इकाई)	Topics (विषयवस्तु)	No. of Lecture
Unit 1	<b>Import Export Finance-</b> Import/Export credit, Financing foreign receivables advances against collection, discounting trade acceptance, Institutional support for export/import finance in India - RBI guideline, international chamber of commerce, stages of export/import finance, new schemes for export finance, foreign exchange guideline by RBI.	10
Unit-2	<b>Pre and Post shipment Export Credit-</b> Introduction, need of export finance, Financing facilities, Pre shipment finance for exporters, Pre shipment credit in foreign currency (PCFC).  Need for post shipment export finance, Mechanism of dispersal post shipment finance, gold card schemes for exporters, Interest equalization schemes.	10
Unit-3	<b>Payment terms and Procedure-</b> Introduction, advance payment documents against payment, document against acceptance, letter of credit, Understanding the risk matrix in payment mode, factors affecting the choice of payment mode, modes of payment, methods of funds transfer.	10

### Practicals

1. Proposal of Export Credit
2. Flow Chart of RBI guidelines
3. Identification of Foreign Exchange Dealing Process in India
4. Listing of Foreign Exchange Dealing institution in India
5. Proposal for Pre-Shipment Finance
6. Listing of Commercial Bank Dealing Foreign Exchange in India
7. EXIM Bank Working Mechanism
8. Preparation of Letter of Credit
9. Listing of Export Incentives
10. Listing of Pre-Shipment Finance Documents
11. Listing of Post-Shipment Finance Documents
12. Calculation of Risk matrix in Payment Mode



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## References

### Suggested Readings:

1. Export Import Procedure and Documentation by Madhurima Lall, Sultan Ahmad: S. Chand and Sons New Delhi.
2. Export and Import Management by Ram Singh: SAGE.
3. Foreign trade and Export-Import policy of India by Madhusudana: H.S. New Century Publications.
4. Export Import Procedures by C Rama Gopal: New Age International Publishers
5. IGNOU e-gyaankosh E-Library

