

GUJARAT TECHNOLOGICAL UNIVERSITY

MASTER OF BUSINESS ADMINISTRATION (Global Program)

Year – II (Semester – IV) (W.E.F. January 2014)

Specialization: International Business Management

Subject Name: Export – Import Policy, Procedures and Documentation(EIPPD)

Subject Code: 2840502

1. Course Objective: The objective of this subject is to acquaint the student with the subject knowledge in understanding policies, procedures and documentation for Export – Import of goods and services between India and various countries. The course also aims at developing skills on how to export and import from India.

2. Course Duration: The course duration is of 36 sessions of 75 minutes each, i.e. 45 hours.

3. Course Contents:

Module No:	Module Content	No. of Sessions	Marks (70 External exam)
I	Introduction to Export and Import, Export regulations in India, FERA & FEMA, The Export Act, International business environment, GATT and WTO's role in cross border transaction, Registration process, Export documentation framework in India	7	17
II	Export marketing – communication with foreign customers, Export contract and various terms, Incoterms 2000 and 2010, Export pricing and various payment terms, Export shipment procedure	7	17

III	Export logistics and supply chain, International transport options, Various methods of payment, Export finance, Pre-shipment inspection – notification of commodities, Export certification system, relaxation from compulsory pre-shipment inspection, recognition to inspection agencies,	7	18
IV	Export incentives for Indian exporters, Duty free import authorization scheme, importance of special economic zones (SEZs) in industrial development, Risk management for exporter, various types of risk, Role of ECGC, Export Promotion Councils, Concept of Import management, Types of importers, Import license, import finance, import clearance procedure	7	18
V	Practical Module: Select any organisation / SMSE involved in either import or export and understand the process, documentation	8	(20 Marks of CEC Internal Evaluation)

4. Teaching Method:

- Case discussion
- Projects/ Assignments/ Quizzes/ Class participation etc
- Compulsory class presentation with live experiences of export import management.
- Workshop on Export – Import Management** by EXIM Consultants / Experts / Port Government officers from DGFT, ECGC, BANKS, ETC.

5. Evaluation:

A	Projects/ Assignments/ Quizzes/ Individual or group Presentation/ Class participation/ Case studies etc	Weightage 50 marks (Internal Assessment)
B	Mid-Semester Examination	Weightage 30 marks (Internal Assessment)
C	End –Semester Examination	Weightage 70 marks (External Assessment)

6. Basic Text Books:

Sr. No.	Author	Name of the Book	Publisher	Edition
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T1	Mahajan M. I.	Export policy, procedures and	Snow White Publications	Latest edition
T2	Kumar Aseem	Export and Import management	Excel books	Latest edition
T3	Paul Justin and Aserkar Rajiv	Export Import management	Oxford	Latest edition

7. Reference Books:

Sr. No.	Author	Name of the Book	Publisher	Edition
R1	D C Kapoor	Export management	Vikas	Latest edition
R2	Francis Cherunilam	International trade and export management	Himalaya	Latest edition
R3	O P Arora	Foreign Trade and Foreign Exchange	Himalaya	Latest Edition

8. List of Journals/Periodicals/Magazines/Newspapers, etc.

- All the journals of international logistics, export and Import
- Ministry of Commerce, Government of India – Export Import Data Bank (Online)

9. Session Plan:

Session no.	Topic
1-3	Introduction to Export and Import, Export regulations in India, FERA & FEMA, The
4-5	International business environment, GATT and WTO's role in cross border transaction
6-7	Registration process, Export documentation framework in India
7-8	Export marketing – communication with foreign customers,
9-10	Export contract and various terms, Incoterms 2000 and 2010,
11-12	Export pricing and various payment terms,
13-14	Export shipment procedure
15-16	Export logistics and supply chain, International transport options,

17-19	Various methods of payment, Export finance, Pre-shipment inspection – notification of commodities,
20-21	Export certification system, relaxation from compulsory pre-shipment inspection, recognition to inspection agencies
22-24	Export incentives for Indian exporters, Duty free import authorization scheme, importance of special economic zones (SEZs) in industrial development,
25-26	Risk management for exporter, various types of risk, Role of ECGC, Export
27-28	Concept of Import management, Types of importers, Import license, import finance, import clearance procedure
29-36	Practical Module: Select any organisation / SMSE involved in either import or export and understand the process, documentation and related aspects and prepare a report on it.