



Gyanmanjari
Innovative University

Course Syllabus
Gyanmanjari Institute of Management Studies
Semester-3 (BBA)

Subject: Foreign Trade Policy – BBAXX13313

Type of course: Multidisciplinary

Prerequisite: Students should have a basic understanding of Microeconomics, Macroeconomics and International economics, Trade agreements and organizations, Macroeconomics policies and legal and regulatory basis.

Rationale: This syllabus imparts a thorough grasp of Global interconnectedness, economic diplomacy, competitive advantage, policy formulation and evaluation, global economic stability and fostering expertise crucial for effective participation in the international marketplace.

Teaching and Examination Scheme:

Teaching Scheme			Credits	Examination Marks			Total Marks
CI	T	P		C	SEE	CCE	
			MSE			ALA	
4	0	0	4	100	30	70	200

Legends: CI-Classroom Instructions; T – Tutorial; P - Practical; C – Credit; SEE – Semester End Evaluation; MSE- Mid Semester Examination; V – Viva; CCE-Continuous and Comprehensive Evaluation; ALA- Active Learning Activities.

4 Credits * 25 Marks = 100 Marks (each credit carries 25 Marks)

SEE 100 Marks will be converted into 50 Marks

CCE 100 Marks will be converted into 50 Marks

It is compulsory to pass in each individual component



Course Content:

Sr. No	Course content	Hrs.	% Weightage
1	Foreign Trade of India: <ul style="list-style-type: none"> Foreign Trade - Meaning, Difference between domestic and foreign trade Importance of Foreign Trade for a developing economy Foreign Trade of India since independence, Composition of India's foreign trade, Direction of India's foreign trade. 	15	25
2	Foreign Trade Policy: <ul style="list-style-type: none"> Foreign Trade Policy- Free trade versus protection, tariffs and quotas Foreign Trade Policy of India since 1991 - import liberalization and export orientation - a general review, Foreign Trade Policy 2015-2020, objectives, highlights, evaluation Legal framework for FTP in India, policy on foreign collaboration and counter trade arrangements, Foreign Trade Policy (2023- 2028) - objectives and highlights, Districts as Export Hubs 	15	25
3	Export Promotion: <ul style="list-style-type: none"> Export procedures and documentation, Export promotion, infrastructure and institutional setup Export orientation of Foreign Trade Policy, exports and rupee convertibility, changes in composition of India's export, export assistance and EPCG scheme Export facilities, duty exemption, tax concessions, role of export houses and trading houses, export oriented units EPZs, SEZs. 	15	25



4	<p>Export Finance and Foreign Exchange :</p> <ul style="list-style-type: none"> • Export Finance - meaning, objectives and types, financing deemed exports, exports in foreign currency • Methods of payment, negotiations of export bills, documentary credit and collection, pre and post shipment export credit, bank guarantees, Foreign Exchange - regulations, foreign exchange control measure. • Management of Imports: Procedure of import, registration with regional licensing authority, process and procedure of quality control and pre-shipment inspection, customs clearance regulations for imports, procedures and documentation. • Procedure for procurement through imports, risks involved in importing -transit risk, credit risk and exchange risk. 	15	25
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Continuous Assessment:

Sr. No	Active Learning Activities	Marks
1	<p>India's Global Journey Poster Making: Students will research India's foreign trade since independence highlighting key trends, challenges, and policy changes and upload the poster on the GMIU web portal.</p>	10
2	<p>Trade Law Quest: The faculty will provide topics like tariffs, quotas, foreign collaboration, or countertrade arrangements related to legal framework governing foreign trade in India and students will prepare their findings and upload the on the GMIU web portal.</p>	10
3	<p>Export Excellence: Crafting Marketing Strategies: Students will prepare a promotion strategy for a company of their choice involved in Exports and submit their plan on the GMIU web portal.</p>	10
4	<p>Export-Import Documentation Blueprint: Students will prepare a document of documentations required while Exporting and Importing Goods and submit their plan on the GMIU web portal.</p>	10
5	<p>Export Promotion Strategy Planning: Students will devise export strategies for imaginary businesses or products, researching markets, targeting audiences, and submit their plans on GMIU web portal.</p>	10
6	<p>Export & Trading House Insight Showcase: Students will prepare a poster on role of export houses and trading houses and submit their posters on the GMIU web portal.</p>	10



7	Attendance	10
Total		70

Suggested Specification table with Marks (Theory):100

Distribution of Theory Marks (Revised Bloom's Taxonomy)						
Level	Remembrance (R)	Understanding (U)	Application (A)	Analyze (N)	Evaluate (E)	Create (C)
Weightage	40%	40%	10%	10%	-	-

Note: This specification table shall be treated as a general guideline for students and teachers. The actual distribution of marks in the question paper may vary slightly from the above table.

Course Outcome:

After learning the course, the students should be able to:	
CO1	Grasp foreign trade concepts, differentiate from domestic trade, appreciate its significance for developing economies, and analyze India's trade dynamics post-independence.
CO2	Master foreign trade policies from theoretical foundations to practical applications for effective global economic engagement and national growth.
CO3	Classify export procedures, documentation, and promotion, understand the infrastructure and policies behind exports, and utilize assistance schemes for effective international trade.
CO4	Understand export finance, foreign exchange, import management, and associated risks in international trade.

Instructional Method:

The course delivery method will depend upon the requirement of content and the needs of students. The teacher, in addition to conventional teaching methods by black board, may also use any tools such as demonstration, role play, Quiz, brainstorming, MOOCs etc.

From the content 10% topics are suggested for flipped mode instruction.

Students will use supplementary resources such as online videos, NPTEL/SWAYAM videos, e-courses, Virtual Laboratory

The internal evaluation will be done on the basis of Active Learning Assignment



Practical/Viva examination will be conducted at the end of semester for evaluation of performance of students in the laboratory.

Reference Books:

- [1] Verma M. L.: International Trade, Vikas Publishing House, New Delhi
- [2] Hand Book of Export Import Policy: Ministry of Commerce, New Delhi
- [3] Sofarsten B. O. ; International Economics, Macmillan, London
- [4] Vibha Mathur; Foreign Trade Export Import Policy and Regional Trade Agreements of India, New Century Publications, New Delhi.
- [5] Madhusudana H. S., Foreign Trade and Export Import Policy of India, New Century Publications, New Delhi.
- [6] Madhurima Lall, Sultan Ahmad; Export Import Procedure and Documentation, Sultan Chand and Sons, New Delhi.
- [7] Justin Paul, Rajiv Aserkar; Export Import Management, Oxford, Noida
- [8] Vibha Mathur; Foreign Trade Policy and Trends in India:1947-48 to 2008-09, New Century Publications, New Delhi.

