



Course Title: International Trade Documentation & Logistics

Course Code: IB703

Credit Units: THREE

Level: PG

L	T	P/ S	SW/F W	TOTAL CREDIT UNITS
2	0	0	2	3

Course Objectives: Trade procedures and documentation formalities are a critical part of International Business Management. This subject aims at imparting knowledge of trade procedures and documentation formalities with a view to enable the participants to develop a systematic approach in handling trade transaction and incidental paper work (export and import documentation).

To make students able to:

- Evaluate and justify the various documents for processing export and import orders.
- Understand the implications of foreign trade policy.
- Evaluate the legal implications in the area of exports and imports
- Assess the various terms and conditions of export finance
- Develop the ability to critically examine the EXIM policy framework
- Understand the role of govt. & semi-govt. organizations.
- Understand how to export strategically as an entrepreneur.

Prerequisites:

The student opting for this course should have successfully completed the course basic management & international business. The student is expected to combine the learning across specialization courses including IB & Management.

Student Learning Outcomes:

- The student who completes the course successfully will be able to outline, relate and classify the impact of EXIM policy on International trade.
- The student will be better positioned to discover and demonstrate different concepts of International Business ,especially for Export & Import.
- The course will help the student appraise, assess and choose documents & logistics services and identifying markets for international trade .
- Understood the approach to initiate and manage export and import trade
- Understood the framework of international trade documentation and logistics for both regulatory and commercial aspects
- Evaluated and justified the various documents for processing export and import transactions
- Assessed the various terms and conditions of export and import finance
- Developed the ability to understand and analyse the EXIM policy framework in global, regional and local context
- Have understanding of marine insurance cover and limitations

Course Contents/Syllabus:

	Weightage (%)
Module I Introduction to International Business & its Institutional Framework <ul style="list-style-type: none"> • Features & Importance of External Trade • Types-Contract manufacturing, Licensing, Franchising, Joint Ventures, Subsidiaries, Import & Export. • WTO & Trade Liberalization (WTO, UNCTAD, World Bank/ IMF) • Role of Government & Semi- Government Agencies in Export Promotion (Export Incentive Schemes, EPZs, SEZs, Etc..) • India's place in World's Business • Export Procedure • Import Procedure 	20
Module II Export Procedure & Documentation for export and import <ul style="list-style-type: none"> • Requirement and Framework of Documentation (aspects including DGFT requirements) • ADS (Aligned documentation system) • Principal documents used in Export Procedure • Auxiliary documents used in Export Procedure • Important documents used in Import Procedure • Important terms used in Export & Import • Processing an Export Order • Negotiation of Documents • EDI(Electronic data Interchange) • Role of bank in an Export- Import Transaction 	20
Module III Methods of payment ,Financing Exports, Export Order Processing & its Legal Implications <ul style="list-style-type: none"> • Methods of Payment • Financing Exporters & Importers • Instruments of Payments 	15

<ul style="list-style-type: none"> • Pre-shipment finance • Post-shipment finance • INCO Terms • Responsibilities and Liabilities of Shipper, Carrier, Custodian etc. terms and Conditions of Carriage • Packing, marking, labeling, pre-shipment inspections • FERA & FEMA • Legal & Commercial aspects of UCP600 • Overview of Marine Insurance 	
<p>Module IV Export- Import Strategies & Practices And Export Marketing –Global Marketing through Internet And Customs Clearance of Import & Export Cargo</p>	15
<ul style="list-style-type: none"> • Export Strategy Formulation • Import Strategy (Sourcing Strategy) • International Marketing • Export Marketing- Going Global • Globalization (History of GATT & Understanding of different levels of International Integration) • Forms of International Trade (International consumer behavior, Selecting Markets for Exporters, Selecting Channels of Distribution, Selecting prospective buyers) • Effects of Internet on Global Marketing • Highlights of e-initiative • Clearance of Import Cargo • Clearance of Export Cargo • Customs Valuation • The Harmonized System • Carnets 	
<p>Module V Logistics & Characteristics of Modes of Transportation</p>	
<ul style="list-style-type: none"> • Marketing Logistics System-concept, elements & international transport system • Shipping industry-characteristics, role, latest trends, Ocean freight structure • World shipping-shipping conferences, methods, liners & tramp operations ,types of ships • Containerization-concept, types, container leasing practices ,inland container depots. 	15
<p>Module VI Doing Business with</p>	
<ul style="list-style-type: none"> • Middle East Countries • ASEAN • Australia • New Zealand • China • Japan 	15

Pedagogy for Course Delivery:

This class will be taught using a mix of theory and the case method. In addition to assigning the case studies, the course instructor will spend considerable time helping you understand the concept of FTP, its impact, its framework, documentation, logistics and analysis.. We encourage the students to take-up a project with a leading export house together with this course to put theory to practice.

Assessment/ Examination Scheme:

Theory L/T (%)	Lab/Practical/Studio (%)	End Term Examination
30	NA	70

Theory Assessment (L&T):

Continuous Assessment/Internal Assessment					End Term Examination
Components (Drop down)	Mid-Term Exam	Project	Field visit (Export House)	Attendance	
Weightage (%)	10	10	5	5	70

Text & References:

- Khurana P K, 2007, Export Management, Galgotia Publications, 7th edition.
- Justin Paul & Rajiv Aserkar, 2013, Exort Import management, Oxford Publication.
- Rakesh Mohan Joshi,2009, International Business, Oxford Publication.
- Notes of Amity Distance Education Course for EIDL

- E. Johnson, Export/Import Procedures And Documentation (Export/Import Procedures & Documentation, 2002)
- Thomas A. Cook, The Ultimate Guide To Export Management, 2001
- Michael B. Stroh, A Practical Guide To Transportation And Logistics, 2006
- Donald F. Wood, Anthony Barone, Paul Murphy, And Daniel L. Wardlow, International Logistics, 2002

Any other Study Material:

- Usha Kiran Rai,2012,Exort Import & Logistics management,PHI publication.
- C.Rama Gopal,2011,Export Import Procedures Documentation & Logistics, New Age International Publication.
- www.eximguru.com
- www.iift.org.in
- www.commin.nic.in
- www.tdctrade.com
- www.intracen.org