



# NATIONAL INSTITUTE OF TECHNOLOGY, TIRUCHIRAPPALLI

## DEPARTMENT OF PRODUCTION ENGINEERING

COURSE PLAN – PART I			
Name of the programme and specialization	<b>B.Tech &amp; PRODUCTION ENGINEERING</b>		
Course Title	<b>INDUSTRIAL ECONOMICS AND FOREIGN TRADE</b>		
Course Code	HSIR13	No. of Credits	3
Course Code of Pre-requisite subject(s)	-		
Session	January 2020	Section (if, applicable)	A & B
Name of Faculty	P.Baranitharan	Department	Production Engineering
Official Email	baranip@nitt.edu	Telephone No.	8973506306
Name of Course Coordinator(s) (if, applicable)	-		
Official E-mail	<input checked="" type="checkbox"/> Core course		Telephone No.
Course Type (please tick appropriately)	<input type="checkbox"/>		Elective course
Syllabus (approved in BoS)			
Demand and Supply – Forecasting techniques – Cost and Revenues. Competitive nature of the firms – Keynesian economics – National income.			
International Trade – Meaning and Benefits – Basis of International Trade – Foreign Trade and Economic Growth – Balance of Trade – Balance of Payment.			
Current Trends in India – Barriers to International Trade – WTO – Indian EXIM Policy. Foreign Exchange Markets – Spot Prices and Forward Prices – Factors influencing Exchange rates – The effects of Exchange rates in Foreign Trade .			
Tools for hedging against Exchange rate variations – Forward, Futures and Currency options – FEMA – Determination of Foreign Exchange rate and Forecasting Exchange Rate determination –			
Marketing – Product life cycle – Marketing research – Branding – Personality – Motivation – Leadership – Working in Teams.			



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## COURSE OBJECTIVES

- Give a simple yet thorough introduction into the main methods of economic analysis of industry structure and firm behaviour under various conditions of technology, competition, and organization.
- Elaborate students' skills and abilities to use modern theoretical and empirical tools to formulate and solve economic problems.
- Explore in details how economists approach and answer specific empirical questions

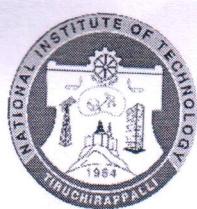
## MAPPING OF COs with POs

Course Outcomes	Programme Outcomes (PO) (Enter Numbers only)
Co 1 Give a simple yet through introduction into the main methods of economic analysis of industry structure and firm behavior under various conditions of technology, competition, and organization.	1,2,5,6,11
Co 2 Elaborate students' skills and abilities to use modern theoretical and empirical tools to formulate and economic problems.	1,2,5,7,11
Co 3 Explore in details how economists approach and answer specific empirical questions.	1,2,5,6,7

## COURSE PLAN – PART II

### COURSE TEACHING AND LEARNING ACTIVITIES

S.No.	Week/Contact Hours	Topic	( Add more rows) Mode of Delivery
1	Week 1	Lecture 1 Demand and Supply Lecture 2 Forecasting techniques Lecture 3 Cost and Revenues	C&T, PPT
2	Week 2	Lecture 4 Competitive nature of the firms Lecture 5 Keynesian economics Lecture 6 National income	C&T, PPT
3	Week 3	Lecture 7 International Trade – Meaning and Benefits Lecture 8 Basis of International Trade Lecture 9 Foreign Trade and Economic Growth	C&T, PPT
4	Week 4	Lecture 10 of Trade – Balance of Payment Lecture 11 Current Trends in India – Barriers to International Trade Lecture 12 WTO – Indian EXIM Policy	C&T, PPT



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5	Week 5	Cycle Test 1	
6	Week 6	Lecture 13 Foreign Exchange Markets – Spot Prices and Forward Prices Lecture 14 Factors influencing Exchange rates Lecture 15 The effects of Exchange rates in Foreign Trade	C&T, PPT
7	Week 7	Lecture 16 Tools for hedging against Exchange rate variations Lecture 17 Forward, Futures and Currency options Lecture 18 FEMA	C&T, PPT
8	Week 8	Lecture 19 Determination of Foreign Exchange rate Lecture 20 Forecasting Lecture 21 Exchange Rate determination	C&T, PPT
9	Week 9	Cycle Test 2	
10	Week 10	Lecture 22 Marketing – Product life cycle Lecture 23 Marketing research Lecture 24 Branding	C&T, PPT
11	Week 11	Lecture 25 Personality Lecture 26 Motivation Lecture 27 Leadership – Working in Teams	C&T, PPT
12	Week 12	Compensation Assessment	
13	Week 13	Final Assessment	

## COURSE ASSESSMENT METHODS (shall range from 4 to 6)

S.No.	Mode of Assessment	Week/Date	Duration	% Weightage
1	Cycle test 1	5 <sup>th</sup> Week	1 hr	20
2	Cycle test 2	9 <sup>th</sup> Week	1 hr	20
3	Assingnment	4 <sup>th</sup> Week	-	10



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CPA	Compensation Assessment*	12 <sup>th</sup> Week	1 hr	20
4	Final Assessment *	13 <sup>th</sup> Week	3 hr	50

\*mandatory; refer to guidelines on page 4

### COURSE EXIT SURVEY (mention the ways in which the feedback about the course shall be assessed)

Course Exit survey will be collected at the end of the semester before the start of semester examination through online. Students can log in their MIS account to give the feedback.

### COURSE POLICY (including compensation assessment to be specified)

- Attending classes regularly and continuously is required for the students to understand the concepts.
- Attendance will be taken in every class. If the student is not able to maintain 75% attendance, he/she is required to write the compensation assessment and obtain a minimum of 15 marks to become eligible to write the final assessment.
- Participation in the discussions is mandatory during the classes.
- Strict academic disciplines have to be maintained inside the class room.
- If any student is not able to attend any of the continuous assessments (1 and 2) due to genuine reason, student is permitted to attend the compensation assessment with % weightage equal to maximum of the CAs. However, a student absent for more than one CAs, maximum of the % weightage among the assessments for which the student was absent will be considered for computing marks for CA.

Reassessment shall be conducted for failed / absented (in final assessment) in the beginning of next session. Failed (in final assessment) candidates shall get a maximum of E grade in the reassessment.

### ATTENDANCE POLICY (A uniform attendance policy as specified below shall be followed)

- At least 75% attendance in each course is mandatory.
- A maximum of 10% shall be allowed under On Duty (OD) category.
- Students with less than 65% of attendance shall be prevented from writing the final assessment and shall be awarded 'V' grade.

### ACADEMIC DISHONESTY & PLAGIARISM

- Possessing a mobile phone, carrying bits of paper, talking to other students, copying from others during an assessment will be treated as punishable dishonesty.



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- Zero mark to be awarded for the offenders. For copying from another student, both students get the same penalty of zero mark.
- The departmental disciplinary committee including the course faculty member, PAC chairperson and the HoD, as members shall verify the facts of the malpractice and award the punishment if the student is found guilty. The report shall be submitted to the Academic office.
- The above policy against academic dishonesty shall be applicable for all the programmes.

### ADDITIONAL INFORMATION, IF ANY

#### After class communication- Doubt clarification

The course faculty will be available for discussion in the department after class hours. Students can interact with faculty by using the specified mail id and phone number.

#### FOR APPROVAL

Course Faculty V. Vaishnavi

CC- Chairperson S. Jayaram

HOD M. S. Raja



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### Guidelines

- a) The number of assessments for any theory course shall range from 4 to 6.
- b) Every theory course shall have a final assessment on the entire syllabus with at least 30% weightage.
- c) One compensation assessment for absentees in assessments (other than final assessment) is mandatory. Only genuine cases of absence shall be considered.
- d) The passing minimum shall be as per the regulations.

B.Tech. Admitted in				P.G.
2018	2017	2016	2015	
35% or (Class average/2) whichever is greater.		(Peak/3) or (Class Average/2) whichever is lower		40%

- e) Attendance policy and the policy on academic dishonesty & plagiarism by students are uniform for all the courses.
- f) Absolute grading policy shall be incorporated if the number of students per course is less than 10.
- g) Necessary care shall be taken to ensure that the course plan is reasonable and is objective.