

MGN902:EXPORT IMPORT PROCEDURE AND DOCUMENTATION

L:3 T:0 P:0 Credits:3

Course Outcomes: Through this course students should be able to

CO1 :: analyze the role of World Trade Organization (WTO) in influencing global trade policies and trade liberalization

CO2 :: analyze the components of a robust export-import business plan and strategy

CO3 :: analyze the various forms of international trade and their implications for businesses.

CO4 :: evaluate the impact of international trade agreements like ASEAN, SAFTA, NAFTA on export-import operations.

Unit I

Export import: institutional framework and steps : WTO and trade liberalization, exporting as an entrepreneur steps, role of government/semi-government agencies in export promotion, steps for successful exporting, export import documentation

Unit II

Export import strategies and instruments of payments : export import business plan and strategy, export strategy formulation, export financing, import strategy, methods of payment, financing exporters and importers, instruments of payments

Unit III

Export marketing, risks and methods of financing exporters : export marketing and globalization, different forms of international trade, artificial intelligence application in trade analysis, gaining market intelligence and demand forecasting, pre-shipment finance, post-shipment finance, factoring and insurance, types of risks, quality and pre-shipment inspection

Unit IV

Export procedures and incentive schemes : processing an export order, negotiation of documents, role of banks in export import transactions, duty exemption schemes, duty remission schemes, export promotion capital goods scheme

Unit V

Custom clearance mechanisms ,logistics and supply chain management : types of customs duties levied, custom clearance procedure, customs valuation, harmonized system, carnets, benefits of efficient logistics system, critical elements of a logistics system, shipping industry characteristics, supply chain optimization through latest technologies like blockchain and AI, concept of containerization, container leasing practices, concept of ICD

Unit VI

EXIM Oriented Units and International Trade : SEZ, EOU, STP, Export Houses, Trading Houses, ASEAN, SAFTA, NAFTA, Electronic Marketing, Electronic Logistics

Contemporary Issues in Export-Import : highlights of new foreign trade policy, impact of GST on the international trade of India, India UAE comprehensive partnership agreement, India-New Zealand free trade agreement, India-Canada comprehensive economic partnership agreement, India-Australia comprehensive partnership agreement

Text Books:

1. EXPORT AND IMPORT MANAGEMENT TEXT AND CASES by RAM SINGH, SAGE PUBLICATIONS

References:

1. FOREIGN TRADE - THEORY, PROCEDURES, PRACTICES AND DOCUMENTATION by DR. KHUSHPAT S.JAIN AND DR. APEXA V.JAIN, HIMALAYA PUBLISHING HOUSE PVT. LTD

