



# GUJARAT TECHNOLOGICAL UNIVERSITY

Syllabus for Master of Business Administration, 4<sup>th</sup> Semester

Subject Class: Functional Elective

Subject Name: Foreign Trade Facilitation (FTF)

Subject Code: 4549287

With effective  
from academic  
year 2018-19

## 1. Learning Outcome:

Learning Outcome Component	Learning Outcome (Student will be able to)
Business Environment and Domain Knowledge (BEDK)	<ul style="list-style-type: none"> <li>Assess the institutional infrastructure available for promoting foreign trade in India and the world; for a specific product / service.</li> </ul>
Critical thinking, Business Analysis, Problem Solving and Innovative Solutions (CBPI)	<ul style="list-style-type: none"> <li>Evaluate the various schemes facilitating foreign trade in India.</li> </ul>
Global Exposure and Cross-Cultural Understanding (GECCU)	<ul style="list-style-type: none"> <li>Discuss the role of multinational and international institutions and agreements in world trade.</li> </ul>
Social Responsiveness and Ethics (SRE)	<ul style="list-style-type: none"> <li>Judge global opportunities in trade through the prism of social accountability and ethics.</li> </ul>
Effective Communication (EC)	<ul style="list-style-type: none"> <li>Prepare a report exploring the export potential of a product, aided by facilitating measures.</li> </ul>
Leadership and Teamwork (LT)	<ul style="list-style-type: none"> <li>Simulate a foreign trade transaction in a team.</li> </ul>

## LO – PO Mapping: Correlation Levels:

1 = Slight (Low); 2 = Moderate (Medium); 3 = Substantial (High), “-“= no correlation

Sub. Code: 4549287	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
<b>LO1:</b> Assess the institutional infrastructure available for promoting foreign trade in India and the world; for a specific product / service.	3	1	1	1	3	1	-	-	2
<b>LO2:</b> Evaluate the various schemes facilitating foreign trade in India.	2	2	2	1	1	1	-	1	1
<b>LO3:</b> Discuss the role of multinational and international institutions and agreements in world trade.	2	3	1	1	3	1	1	2	-
<b>LO4:</b> Judge global opportunities in trade through the prism of social accountability and ethics.	2	2	1	-	3	1	3	-	1
<b>LO5:</b> Prepare a report exploring the export potential of a product, aided by facilitating measures.	3	2	1	3	1	1	-	1	1
<b>LO6:</b> Simulate a foreign trade transaction in a team.	1	1	2	3	3	3	-	3	1

2. **Course Duration:** The course duration is of **40 sessions of 60 minutes each.**



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### 3. Course Contents:

Module No.	Contents	No. of Sessions	70 Marks (External Evaluation)
I	<p><b>Trade Facilitation:</b></p> <ul style="list-style-type: none"><li>• Meaning</li><li>• Pillars of trade facilitation<ul style="list-style-type: none"><li>○ Transparency, simplification, harmonization, standardization</li></ul></li></ul> <p><b>Role of International Institutions / Agreements/ Associations specific to trade facilitation:</b></p> <ul style="list-style-type: none"><li>• Organization for Economic Cooperation &amp; Development (OECD)</li><li>• Association of South East Nations (ASEAN)</li><li>• South Asian Association of Regional Cooperation (SAARC)</li><li>• Asia Pacific Economic Cooperation (APEC)</li><li>• Consumers International (CI)</li><li>• International Chamber of Commerce (ICC)</li><li>• D-8 Organization for Economic Cooperation</li><li>• World Customs Organization (WCO)</li><li>• BRICS</li><li>• International Air Transport Association</li><li>• International Maritime Organization</li><li>• World Bank Group</li><li>• UNCTAD and UNCITRAL</li><li>• WTO<ul style="list-style-type: none"><li>○ Trade Facilitation Agreement</li></ul></li></ul>	10	17
II	<p><b>Government framework (Basic overview pertaining to FT):</b></p> <ul style="list-style-type: none"><li>• Ministry of Commerce and Department of Commerce</li><li>• Directorate General of Commercial Intelligence and Statistics (DCI&amp;S)</li><li>• Agricultural and Processed Food Products Development Authority (APEDA)</li><li>• Marine Products Export Development Authority (MPEDA)</li><li>• Export Promotion Councils (EPCs)</li><li>• Commodity Boards (CBs)</li><li>• Indian Institute of Foreign Trade (IIFT)</li><li>• Federation of Indian Export Organizations (FIEO)</li></ul>	10	18
III	<p><b><u>Institutional Facilitation:</u></b></p> <p><b>Finance and Insurance:</b></p> <ul style="list-style-type: none"><li>• Role of commercial banks in export finance</li><li>• Role of EXIM Bank in export finance</li><li>• ECGC</li></ul>	10	18



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	<p><b>Packaging and Labelling:</b></p> <ul style="list-style-type: none"> <li>Indian Institute of Packaging</li> </ul> <p>General provisions of National Trade Facilitation Action Plan: 2017-2020 (India).</p>		
IV	<p><b>Incentives:</b> <b>Duty Exemption and Duty Remission Schemes:</b></p> <ul style="list-style-type: none"> <li>Objective, schemes</li> <li>Advance Authorization</li> <li>Export obligation</li> <li>Duty Free Import Authorization</li> <li>Schemes for exports of Gems &amp; Jewellery</li> <li>EPCG</li> </ul> <p><b>SEZ, EOUS, EHTPs, STPs, BTPs.</b> <b>Deemed Exports.</b></p>	10	17
V	<p><b>Practical:</b></p> <ul style="list-style-type: none"> <li>Students can visit various institutions and understand how they facilitate foreign traders.</li> <li>Students can visit existing exporters and identify the nuances of export incentives and schemes being availed by them.</li> </ul>	---	(30 Marks CEC)

#### 4. Pedagogy:

- ICT enabled Classroom teaching Lectures
- Case Discussions and Role Playing.
- Audio-visual Material (Using CDs/Clippings/ online videos).
- Assignments and Presentations.

#### 5. Evaluation:

Students shall be evaluated on the following components:

A	<b>Internal Evaluation</b>	<b>(Internal Assessment- 50 Marks)</b>
	• Continuous Evaluation Component	30 marks
	• Class Presence & Participation	10 marks
	• Quiz	10 marks
B	<b>Mid-Semester examination</b>	<b>(Internal Assessment-30 Marks)</b>
C	<b>End –Semester Examination</b>	<b>(External Assessment-70 Marks)</b>

#### 6. Reference Books:

Sr. No.	Author	Name of the Book	Publisher	Year of Publication
1	Paras Ram, Nikhil Garg	Export -What-Where-How	Anupam	2017
2	Pierre A. David	International Logistics: The Management of International Trade Operations	Cengage	2017
3	Justin Paul, Rajiv Aserkar	Export Import Management	Oxford	2013



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4	Kishan Barai	Export Import Made Very Easy: Learn Import Export Business like ABCD	Barai Overseas	2015
5	O.P.Arora, C.P.Goyal, A.K.Sinha & Mayank Sharma	Special Economic Zones, EOUs, EHTPs & STPs - Law & Practice	JBA	2018
6	Nabhi's board of Editors	How to EXPORT	JBA	2018
7	Nabhi's board of Editors	How to IMPORT	JBA	2018
8	Ankita Pal	Master Key Law of Export Import Regulation	Amar Law	Latest Edition

Note: Wherever the standard books are not available for the topic appropriate print and online resources, journals and books published by different authors may be prescribed.

## 7. List of Journals / Periodicals / Magazines / Newspapers / Web resources etc.

1. EXIM India
2. International Journal of Export Marketing
3. Economic Times
4. Exim News
5. Global Trade Review
6. Business Standard
7. <http://www.cbic.gov.in/resources/htdocs-cbec/implmntin-trade-facilitation/national-trade-facilitation.pdf;jsessionid=34DC7A129C1E40032657672930024406>
8. <https://www.unecce.org/tradewelcome/outreach-and-support-for-trade-facilitation/trade-facilitation-implementation-training.html>