

MBA II Year	MBA-E334/434		Semester-III/IV		
	India's Foreign Trade Policy				
Time Allotted for End Semester Examination	Marks Allotted for Internal Assessment	Marks Allotted for End Semester Examination (ESE)	Maximum Marks (MM)	Total Credits	Maximum Hours
3 Hrs.	30 (20+10)	70	100	03	40

OBJECTIVE: To acquaint the students with recent trends in India's foreign trade, management and policy related issues in foreign trade in the global context.

- India's Foreign Trade: India's Foreign Trade in the Global Context, Structure and Equilibrium of India's Balance of Payments, Recent Trends in India's foreign trade, Directional Pattern.
(8 hours)
- Major export commodities: Thrust area commodities their trends problems and prospects, Major competitors, Major Import Commodity Groups, Trade Control in India. **Case Study 1:** Analysis of trade before and after the WTO: a case study of India. (8 hours)
- Foreign Trade Regulations: Foreign Trade (Development and Regulation) Act, Import and Export Control Orders, Import and Export Licensing System, Exchange Control in India, Blanket Permit System, Import Substitution and Export Promotion Policies, Export Incentives: Financial and Fiscal, Deferred Payment System and the Role of EXIM Bank of India. **Case Study 2:** Financing the foreign trade: the case of an Indian textile exporter. (8 hours)
- Export Credit & Promotion: Export Credit Insurance, Infrastructure support for Export Promotion, Export promotion Councils, Commodity Boards/Product Export Development Authorities, Specific Service Institutions. (8 hours)
- Role of State Trading Organizations: Role of State Trading Organizations in Foreign Trade, Export Processing Zones, Export Oriented Units and Export and Trading House Schemes, Multilateralism and Bilateralism in India's International Business. (8 hours)

SUGGESTED READINGS:

1. Bhalla, V.K. (2010). International Business Environment and Management 12th ed. Anmol publication, New Delhi.
2. Bhashyam, S. (1998). Export Promotion in India: The Institutional Infrastructure. Common wealth Pub., New Delhi.
3. Government of India. (2012). Foreign Trade Policy & Handbook of Procedures. Government of India.
4. Khanna, Sri, Ram (1986). Export Marketing in India's New Manufactures. University of Delhi, New Delhi.
5. Jain, S. K., (1988). Export Performance and Export Marketing Strategies. Common wealth Pub., New Delhi.
6. Nayyar Deepak (1960). India's Export and Export Policies in the 1960s. Cambridge University press, USA.
7. **Case Study 1:** <https://www.emeraldinsight.com/doi/abs/10.1108/EEMCS-08-2014-0201>
8. **Case Study 2:** https://www.ripublication.com/gjfm-spl/gjfmv6n8_17.pdf

NOTE: The list of cases, specific references and books including recent articles will be announced in the class by concerned teachers from time to time.