

ELECTIVE- INTERNATIONAL BUSINESS
EXPORT IMPORT PROCEDURES, DOCUMENTATION

Subject Code- IBM 1

Max. Marks (Ext. Exam): 80
Min. Pass Marks : 32

OBJECTIVE :

The aim of the course is to acquaint the students with the export-import procedures, documentation and logistics.

COURSE CONTENTS :

- Unit-I** Documentation Framework-Exim Documentation; International Business Contracts; Types, formation, Elements, Legal Dimensions, Dispute Settlement.
- Unit-II** Instruments and methods of Financing Exports including credit and collections, Uniform custom and practices (UCP); Business Risk Coverage-Cargo, Credit and Foreign Exchange Risk Coverage, Cargo Insurance.
- Unit-III** Foreign Exchange Regulations and Formalities; Quality Control and Pre-shipment; Inspection Concept Scheme and Procedures ; Role of Clearing and Forward Agents'; Excise clearance of cargo; Shipment of Export Cargo; Custom Clearance of Export Cargo; Custom Clearance of Import Cargo.
- Unit-IV** Negotiations of Documents with Banks; Procedures and documentation for availing export incentives-Duty draw backs, Import Licensing and other incentives; Processing of an Export Order.
- Unit-V** World Shipping : Structure, Liners, and Tramps, Conference System; Freight and structure. Indian Shipping : Trends, Structure, Concepts of Dry Port, Containerization, Machinery for Consultation; Air Transport: International set-up, Freight rate structure.

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

SUGGESTED READINGS:

1. Bhalla, V.K. & S. Ramu, 'International Business Environment & Management', 5th ed., Delhi, Anmol, 2001.
2. Desai, H.B. 'Indian Shipping Perspectives', Delhi Anupam Publications 1988
3. Govt. of India, Handbook of Import-Export Procedures.
4. Paras Ram, Export : 'What, Where and How', Delhi, Anupam Pub. 1995.