

SARDAR PATEL UNIVERSITY
Master of Vocation (MVOC)
Export & Import Management
Semester I (CBCS)

To Pass: 1. At Least 40% Marks in the University Examination in each paper

2. At Least 40% Marks in the Individual Head of Passing

	Sr No.	Paper Code	Name of Paper	Credit	Internal	External
General component	1	PB01EIMG01	Export Management	6	12/30	28/70
	2	PB01EIMG02	Custom Valuation & classification	6	12/30	28/70
	3	PB01EIMG03	Foreign Exchange Market	6	12/30	28/70
Skill component (Any Two)	1	PB01EIMS01	International Trade	6	12/30	28/70
	2	PB01EIMSO2	Export Import Regulations	6	12/30	28/70
	3	PB01EIMSO3	Business Environment	6	12/30	28/70
Total				30	60/150	140/350



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SARDAR PATEL UNIVERSITY
MASTER OF VOCATION
Export & Import Management
SEMESTER – I

Paper Code: PB01EIMG01	Total Credit: 6
Title of Paper: Export Management	

Unit	Description in detail	Weighting (%)
1.	<u>INTRODUCTION TO EXPORT MANAGEMENT:</u> <ul style="list-style-type: none"> • Definition • Needs • Need for export or import management at business level • Features of export management • Functions of an export manager • Organisation structure of an export firm 	25%
2.	<u>INDIA'S EXPORT TRADE:</u> <ul style="list-style-type: none"> • Composition of foreign trade • Direction of India's foreign trade • Service sector export • Reasons for poor share of India's Export 	25%
3.	<u>INTERNATIONAL TRADING ENVIRONMENT:</u> <ul style="list-style-type: none"> • Importance of International trade/Marketing • Factors influencing international trade and marketing • Problems in international trade/marketing • Trade Barriers • Implications of WTO(World Trade Organisation) Agreement/Uruguay round 	25%
4.	<u>INTERNATIONAL MARKETING:</u> <ul style="list-style-type: none"> • Implication of trading BLOCS • European Union(EU) • North American Free Trade Agreement(NAFTA) • Association of South East Asian Nations(ASIAN) • Trading Blocs 	25%

Reference books

- Export Mangement – By T.A.S.Balagopal
- Export & Import Policy – By Bhatrat Law House
- Export Promotion & Incentives – By A NABHI Publication
- Export Performance and Export marketing Strategies – By sanjay.k.Jain



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SARDAR PATEL UNIVERSITY
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SEMESTER – I

Paper Code: PB01EIMG02	Total Credit: 6
Title of Paper: Custom Valuation & classification	

Unit	Description in detail	Weighting (%)
1.	<u>OVERVIEW OF CUSTOMS FUNCTIONS:</u> <ul style="list-style-type: none"> Statutory provisions for levy of customs duty Control and Regulatory provisions Role of custodians Obligations of carriers Customs preventive control Customs clearance of cargo Smuggling and other violations and penal provisions 	25%
2.	<u>PROCEDURE FOR CLEARANCE OF IMPORTED AND EXPORT GOODS:</u> <ul style="list-style-type: none"> Import procedure- Bill of Entry Self-Assessment of imported and export goods Examination of goods Risk management system in Import Risk management system in Export Risk management division 	25%
3.	<u>CLASSIFICATION OF PROJECTS IMPORT, BUGGAGE AND POSTAL IMPORTS:</u> <ul style="list-style-type: none"> Project Imports Registration of contract Clearance of goods after registration Finalization of contracts Buggage Postal Imports for personal use 	25%
4.	<u>CUSTOM VALUATION:</u> <ul style="list-style-type: none"> Tariff value Valuation of Imported/Export Good in General Transaction value Valuation factors Cases where transaction value may be rejected Valuation of Imported goods in case of related party transaction Methods of valuation of export goods 	25%

Reference books

- Beyond Consumer Marketing – By J.S.Panwar
- Input Output and Value addition Norms – By A NABHI Publication
- Export Import Management- by Justin Paul and Rajiv Aserkar
- Building an Import/Export Business- by Kenneth D. Weiss



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SARDAR PATEL UNIVERSITY
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SEMESTER – I

Paper Code: PB01EIMG03	Total Credit: 6
Title of Paper: Foreign Exchange Market	

Unit	Description in detail	Weighting (%)
1.	<u>INTRODUCTION:</u> <ul style="list-style-type: none"> • Meaning • General features • Size of the market • Participants of the market • Settlement of transaction • SWIFT, CHAPS, CHIPS, Transactions in interbank Markets 	25%
2.	<u>TRANSACTION:</u> <ul style="list-style-type: none"> • Spot exchange rates • Factors affecting spot exchange rates • Transfer of purchasing power • Transactions: Spot, Forward, Features, Options, Swap, Arbitrage, Cross rates and chain rule, Role of FEDAI. 	25%
3.	<u>FOREIGN EXCHANGE RATE DETERMINANTS:</u> <ul style="list-style-type: none"> • RBI Act 1934 • Approach of balance of payment • Prices and exchange rate • Purchasing power parity • Interest rate and exchange rates 	25%
4.	<u>EXCHANGE CONTROL:</u> <ul style="list-style-type: none"> • Currency control measures • Objectives • Under & over valuation • Forms of exchange control • Exchange control regulations • Forex Risk Management 	25%

Reference books

- Export/import procedures and documentation- by Thomas E Johnson
- Import/Export for Dummies- by John J. Capela
- Start Your Own Import/Export Business: Your Step-By-Step Guide to Success- by Krista Turner
- Export-import theory, practices, and procedures- by Belay Seyoum



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SARDAR PATEL UNIVERSITY
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SEMESTER – I

Paper Code: PB01EIMS01	Total Credit: 6
Title of Paper: International Trade	

Unit	Description in detail	Weighting (%)
1.	<u>INTRODUCTION TO INTERNATIONAL TRADE:</u> <ul style="list-style-type: none"> • Meaning • Merchandise Trade • Trade in Services • LDC(Least Developed Countries) v/s MDCS(More Developed Countries) • Global sourcing • Countertrade • Forms of countertrade • Drawbacks • Global trade and developing countries 	25%
2.	<u>WORLD TRADE ORGANIZATION:</u> <ul style="list-style-type: none"> • KATT • Objectives • An evaluation of KATT • The URUGUAY Round • WTO • GATT & WTO • Function of WTO • GATS,TRIMS,TRIPS, Indian Patent Law 	25%
3.	<u>INTERNATIONAL INVESTMENTS:</u> <ul style="list-style-type: none"> • Meaning • Types of foreign investments • Significance • Limitations • FDI(Foreign Direct Investment) • Dispersion of FDI • Portfolio investments • Cross border Mergers and Acquisitions • Indian Scenario 	25%
4.	<u>GLOBALISATION</u> <ul style="list-style-type: none"> • Meaning, Types of foreign investment, Significance, Limitations, Factors affecting International Investments, FDI, Dispersion of FDI,Portfolio Investments, Cross border mergers and acquisitions, Indian scenario. 	25%

Reference books

- Import/Export: How to Take Your Business Across Borders- by Carl A Nelson
- Mastering Import & Export Management- by Kelly Raia and Thomas A Cook
- Export - Import And Logistics Management- Usha Kiran Rai
- Import/export: How to Get Started in International Trade- by Carl A Nelson

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SARDAR PATEL UNIVERSITY
MASTER OF VOCATION
Export & Import Management
SEMESTER – I

Paper Code: PB01EIMS02	Total Credit: 6
Title of Paper: Export Import Regulations	

Unit	Description in detail	Weighting (%)
1.	<u>INSTITUTIONAL INFRASTRUCTURE FOR EXPORTS:</u> <ul style="list-style-type: none"> • Department of commerce • Director general of International Trade • Board of Trade • Zonal Export and Import Advisory Committes • Export promotion Councils • Export Import 	25%
2.	<u>EXPORT IMPORT POLICY:</u> <ul style="list-style-type: none"> • Objectives • Import policy for registered exporters • Export Trading Houses • Current EXIM policy & Implications • Duty Exemption scheme • Measures to prevent misuse of import facilities • Export Licensing policy • Evaluation of current EXIM policy 	25%
3.	<u>MULTINATIONAL MARKETING:</u> <ul style="list-style-type: none"> • Meaning of Multinational corporation • Advantages & opportunities • Marketing Environment • Methods of operation • Process • Joint venture • Indian scenario 	25%
4.	<u>DOCUMENTATION:</u> <ul style="list-style-type: none"> • Mechanism • Master document • Bill of lading • Types, Bills of exchange, Advantages, • Specimen Shipping bill for Export • Shipping order 	25%

Reference books

- Export Import Business Guide: Learn Export Import Business & Become a Leader- by Mahipat Singh
- Export-import Financing- by Gerald Warfield and Harry M. Venedikian
- Practical Guide on How to Start Export-Import Business: Unlock Your Future- by CA Shiva Chaudhari
- Export and Import Documentation and Procedures- Export and Import Documentation and Procedures

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SARDAR PATEL UNIVERSITY
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Export & Import Management
SEMESTER – I

Paper Code: PB01EIMS03	Total Credit: 6
Title of Paper: Business Environment	

Unit	Description in detail	Weighting (%)
1.	Introduction Meaning & Definition Salient Features Importance and Factors Market Opportunities Distribution of Household income Indian scenario	25%
2.	Industrial Licensing and Policies Historical Background Objectives of industrial policy Governments Role Industrial Policies Evaluation of New industrial policy	25%
3.	National Income Meaning & Definition National income estimates in India Methodology of National income Savings and Investment Limitations of Estimation of National income	25%
4.	Foreign Investment Meaning Need Adverse Implications of Foreign Investment Determinants of Foreign investment Government policies	25%

Reference books

- Entrepreneur Magazine: Starting an Import / Export Business
- Import/export Can Make You Rich- by L. B. Lanze
- Understanding Global Trade- by Elhanan Helpman
- International Trade and Port Logistics- by I.C.J. Veraart



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