

Subject Code: 1MS1010508

Subject Title: Export Management - I

1. Course Objectives:

This course helps to understand the export process, skill sets required and assess your company's readiness to export, to identify the major export documents required by banks, governments and transportation companies, to assess payment options, including letter of credit, and select those most appropriate for your operation and to Identify the best distribution channel and method of pricing your product.

2. Teaching Scheme (Hours per week):

Lecture (Hrs.)	Tutorial	Practical	Credit	Evaluation Scheme (Marks)				
				Theory		Practical		Total
				University Assessment	Continuous Assessment	University Assessment	Continuous Assessment	
4	-	-	4	70	30	-	-	100

3. Syllabus:

Module No.	Contents	Total Hours	Weight
1	Overview of Export: Introduction Significances of Export Management Export Regulation in India FERA & FEMA The Export Act Export Formalities for Commencing, Role of ECGC in Export Promotion, Export Promotion Council, Indian Trade Promotion Organization, Major Export from India	12	25%
2	Procedure for Export: Types of Exporters Registration of Exporters Licensing Export Pricing and Various Payment Terms Export Shipment Procedure Pre-shipment Inspection Formalities Inspection Agencies Compulsory Inspection Control Act 1963 Customs Clearance of Export Cargo Post-shipment Formalities Procedures Excise Duty	12	25%

3	Foreign Trade Policies : EXAM Policy Foreign Trade Policy Shipment of Export Cargo: by Air, Sea, Courier Procedure and Documents Required for Shipment of Cargo Multimodal Transport	12	25%
4	Documentation: Performa Invoice Inspection, Certificate Commercial Invoice Certificate of Origin Shipping Bills Bank Certificate for Export B/L Bill of Exchange	12	25%

4. Suggested Readings

Books:

1. Export Management by D. C. Kapoor – Vikas Publishing House Pvt. Ltd., New Delhi.
2. Export Management by T. A. S. Balagopal – Himalaya Publishing House, Mumbai
3. Export Management by P. K. Khurana – Galgotia Publishing Company, New Delhi
4. International Marketing and Export Management by Pearson Publication, New Delhi