

Subject Code: 1MS1010609

Subject Title: Export Management - II

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	Export Finance: Financing Foreign receivables Institutional Support for Export Finance in India RBI Guidelines ECGC Guide Lines Stages of Export Finance New Schemes for Export Finance Options for Exporters Trade Control	12	25%
2	Post-shipment Finance: Post-shipment Credit Negotiation of Export Documents Under Letters of Credit Purchase/Discount of Foreign Bills Advance Against Bills Sent on Collection Advance Against Goods Sent on Consignment Advance Against Export Incentives Post-shipment Credit in Foreign Currency.	12	25%
3	Export Payment Terms: Export Credit Advance Payment Letter of Credit	12	25%

	Cost Sheet for Exports (Elements) Insurance Premium Calculation		
4	Pre shipment finance : Packing Credit Advance Against Incentives, Discounting of Documents, Interest Rate Structure Full Convertibility Commercial Bank Exchange Rate Mechanism	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