

**Course No. 602**  
**Marks: 80**

**INTERNATIONAL BUSINESS (INBU XXII)**

**Hours: 40**

**Objective:** The objective of this course is to acquaint students with International Business with reference to Indian Foreign Trade and Policy.

**Course Contents:**

- UNIT-I:** India's Foreign Trade: Trends and Developments; Commodity composition and direction; India's Foreign Trade in global context. 20: 10 hrs
- UNIT-II:** Foreign Trade Policy and control in India: Policy making body and Institutions; Exchange control in India – objectives and definition. 20: 10 hrs
- UNIT-III:** Import Substitution and Export Promotion Policies: Export Incentives-duty exemption schemes, EPCG, duty draw backs; Role of Commercial Banks in foreign trade; Deferred payment system; Exim Bank; Export credit insurance and ECGC. 20: 10 hrs
- UNIT-IV:** Infrastructure Support for Export Promotion: Export Promotion Councils; Commodity boards/ product export development authorities; Specific service institutions; State trading organizations; Export and Trading Houses.; Export Processing Zones/Special Economic Zone (EPZ/SEZ); Export Oriented units (EOUs). 20: 10 hrs

**Text and Reference Books:**

1. Verma M.L.: Foreign Trade Management in India; Vikas Publishing House, New Delhi.
2. Bhashyam S: Export Promotion in India – The Institutional Infrastructure; Commonwealth Public, New Delhi.
3. Chaudhuri B.K.: Finance of Foreign Trade Foreign Exchange; Himalaya Publication, New Delhi.
4. Mahajan V.S.: India's Foreign Trade and Balance of Payments; Deep & Deep Publications, New Delhi.
5. Export-Import Policy; 1997-2001; ministry of Commerce, Government of India, New Delhi.
6. Varma: International Business, Pearson, New Delhi.
7. Sharan: International Business: Concept, Environment and Strategy, Pearson, New Delhi