



MASTER OF INTERNATIONAL BUSINESS

Semester - IV

- 401. OVERSEAS PROJECT MANAGEMENT
ENTREPRENEURSHIP DEVELOPMENT
- 402. INTERNATIONAL BUSINESS POLICY STRATEGY-II
- 403. INTERNATIONAL BUSINESS LAWS AND TAXATION
- 404. E-COMMERCE
- 405. INTERNATIONAL FINANCIAL MANAGEMENT
- 406. PROJECT REPORT AND VIVA VOCE
- 407. COMPREHENSIVE VIVA VOCE

401. OVERSEAS PROJECT MANAGEMENT ENTREPRENEURSHIP DEVELOPMENT

OBJECTIVE: This course aims at giving an insight in the area of project management with special reference to overseas projects.

LEVEL OF KNOWLEDGE: Detailed knowledge about setting up of project and management in international business.

DETAILED SYLLABUS:

Unit- 1

Concepts of Project and project life cycle

Identification of investment opportunities.

Feasibility study: Market, Technical, financial, managerial and Organizational analysis.

Profitability and financial projections

Meaning and techniques of project appraisal.

Cost of projects and capital structure.

Tax implications

Unit - 2

Project appraisal under conditions of risk and uncertainty.

Sensitivity analysis.

Social costs benefit analysis and shadow Pricing

Appraisal procedure of financial institutions.

Unit - 3

Network techniques for project planning and implementation.

Project review and control.

Preparation and implementation of project report

Project management performance

Project management and investment decision.

Project management - MIS and computers

International project management.

Unit - 4

Concept, characteristic and forms of entrepreneur.

Factors affecting entrepreneurship.

Entrepreneurial motivation.

Entrepreneurial performance.

Behavioral aspects of entrepreneurship.

Innovation and entrepreneurs

Entrepreneur Leadership.

Management of hard employees.

Trade unions and industrial disputes.

Unit - 5

Government and entrepreneurship.

State's role in entrepreneurial development.

Growth of entrepreneurial development under industrial policy.

Impact of fiscal and EXIM policy on industrial setup in the country.

Government assistance with regard to space, machinery, finance, tax concessional export incentives.

REFERENCES:

Project management: B. L. Bajpai

Project appraisal: Agarwal

Project management: ILC Publication

Project management: LTNIDO Publication

Project preparation, budgeting & implementation: Prasanna Chandra

Social cost benefit analysis: Krishna Chawla & Mittal

Entrepreneurial development (Vol. I, II & III): Vasant Desai

Entrepreneurial of small scale industries: M. V. Deshpandey

402. INTERNATIONAL BUSINESS POLICY & STRATEGY-II

OBJECTIVE: The objective of the course is to develop holistic perspective age students so that they can view the organization from the top and integrate every within the organization.

LEVEL OF KNOWLEDGE: Expert knowledge is required by the students to develop skills and the view point of the top management.

DETAILED SYLLABUS:

Unit- 1

Strategic management - An overview.

Understanding strategy.

Definition and explanation.

Strategic operation at various levels.

Decision making.

Strategy formation, Process, Strategic and their role.

Unit - 2

Strategy and Structure.

Corporate Restructuring.

Reengineering.

Benchmarking.

Unit - 3

Strategy and Leadership.

Universal inner structure of effective leaders.

Corporate culture: Corporate politics and power.

Strategy and ethos.

Unit - 4

Board of directors: Role & function.
Top Management: Role & skills.
Strategy and technology.
Technology management.
In-house development of technology.
Acquisition. Absorption and transfer of technology.

Unit - 5

Strategic management of high-technology companies.
Note: Cases can be discussed on individual topics.

REFERENCES:

Strategic Management: Certo
Strategic Management: Dess and Miller
Strategic Management: Rue and Holland
Business Policy: Azhar Kazmi
Business Policy & Strategic Management: Gluck & Jauch

403. International Business Laws and Taxation

Objective: This course aims at providing an insight into the various legal dimensions of international business.

Level of knowledge: Expert knowledge is required to understand the various laws & their applications in international business environment.

Unit -1

Legal & tax complexities of international business
International staffing: Hiring HCNs and TCNs, Considerations in staffing for international operations & overseas assignments
Contract for international sale of goods, Vienna Convention.

Unit - 2

Indian laws governing international business:

- (a) FEMA & Anti-money laundering act – Objectives & overview
- (b) GST- (Introduction, important definitions, brief provisions relating to – registration, levy & collection of tax, input tax credit, tax invoice, returns, payment of tax & refunds.)
- (c) Information Technology Act, 2008 (Provisions relating to Authentication & legal recognition of electronic records; legal recognition of digital signatures)
- (d) Electronic commerce regulatory framework (Provisions relating to legal validity of e-contracts)

Unit - 3

Tariff & Non-tariff barriers in international trade (examples with special reference to Indian exports) International codes relating to NTBs

Unfair and restricted trade practices in international business

Unit -4

International commercial arbitration: Meaning, essential elements & significance UNCITRAL Model law relating to arbitration
Dispute settlement mechanism of WTO

Unit – 5

International tax conflicts – source rule vs. residence rule

Double taxation, DTAA – (unilateral & bilateral relief, limited or comprehensive agreements, Concept of Permanent Establishment & Business Connection, tax residency)

Treaty shopping, tackling treaty shopping, tax havens

Advance Rulings – Basic provisions

REFERENCES:

Business and Corporate Taxation: H. P. Ranina References:

Bare Acts – Latest Edition

Guide to International Taxation – CA. Kamal Garg

International Economics – Andrew T. Hill

A Guide to the UNCITRAL Arbitration Rules - C. Croft, C. Kee and J. Waincymer

Cyber Laws and Information Technology – Jyoti Rattan

Information Technology Act, 2000 (as amended 2008), Taxmann Publications

404. E-COMMERCE

OBJECTIVE: This course aims in adding to the existing knowledge of the students computer application in the international business.

LEVEL OF KNOWLEDGE: Expert knowledge of E - commerce is required.

DETAILED SYLLABUS:

Unit - 1

Internet and e-commerce

introduction, meaning to e-commerce, e-commerce vs traditional business, channels -commerce, global trading environment and adaptation of e-commerce, benefited limitation of e-commerce.

Unit 2

Operation of e-commerce

Credit card transaction, electronic payment system types of payment - e cash currency, e-cheque, smart card, electronic purses, debit card. Operational, credit legal risks of e payment. Business issues and economic implementation, legal risk payment.

Unit - 3

Application for e-commerce

B2B, B2C, B2G, C2C, G2H, G2C. E-commerce - needs of b2b uses of public and networks for b2b, impact on disintermediation and re re-intermediation, product id model, success factor of e-commerce, EDI characters, cost of EDI infrastructure benefits and impact of e-commerce on travel industry, real estate market, banking, e-auction.

Unit - 4

M-Commerce

Introduction to WAP, WAP market - projection - global scenario. WAP application location based WAP application, WAP vision, WAP environment security, WAP financial transaction.

Unit - 5

LT. Act 2000, security, risk, threats

Security risk of e-commerce, keys and "Strong Cryptography". How hackers are at break the system, standard for encryption and authentication, digital signature governance, duties of subscribers, penalties and adjudication, the regulation app tribunal, IPC & Indian Evidence Act 1872.

REFERENCES:

E - commerce: V. P. Gupta, Dr. M. C. Sharma, Ramesh Book

E - commerce: Agarwal Kamlesh - Macmillan India P. Ltd., New Delhi

E - knowledge: Vasudeva

405. Multinational Financial Management

Objective: The course aims to acquaint the students with complexities and issues in financial management of a multinational firm. This course will help students to understand various analytical tools and techniques for financial decision making in a global setting.

Level of knowledge: Expert knowledge is required to be given to the students so that they can analyse & make decisions in this area.

Unit -1: International Financial System

International monetary system & institutions

International financial markets: (capital markets, money markets, foreign exchange markets)

International banking: (Reasons for growth, types of organizational structure of international banks)

Unit - 2: Foreign Exchange Exposure & Management

Foreign exchange exposure

Measuring & managing translation exposure

Measuring & managing transaction exposure

Measurement & management of economic exposure

(Practice problems relating to above)

Unit - 3: Multinational Cash Management

Multinational cash management: Objectives

Centralized vs. decentralized cash management

Cash management techniques: (Efficient collections - Accelerating cash inflows; reducing mail float, processing & disbursement float; Managing blocked funds, lead & lag, exposure netting, investing excess cash)

(Practice problems relating to above)

Unit -4: Multinational Investment Decisions

International project appraisal: (NPV, IRR & APV approach)

Cost of capital for foreign investments Problems in foreign investment analysis: (foreign exchange risk, remittance restrictions & blocked funds, multiple taxing jurisdictions, diversified financing arrangements)

FDI – Reasons for overseas investments, Issues - Political risk & country risk aspects Greenfield investments vs. Cross- border mergers & acquisitions, JVs, licensing & franchising

Unit - 5: Multinational Financing Decisions

International trade financing: (Bankers' acceptances, bill discounting, factoring, Forfeiting, EXIM credit, L/C- meaning, types, mechanism & advantages)

International project financing: (Equity finance - ADRs, GDRs;

Bond finance – euro bonds, foreign bonds, dual currency & currency cocktail bonds, FRNs, Euro notes;

Bank finance – Eurodollar loans, syndicated loans, loan syndication process & pricing of Eurodollar loans)

(Practice problems relating to above)

Note: Question paper shall cover 60% theory & 40% numerical problems.

References:

Multinational Financial Management: Adrian Buckley

International Finance : Maurice D. Levi

International Financial Management : V. K. Bhalla

International Financial Management : P. K. Jain

International Financial Management : Alan C. Shapiro

International Financial Management : Madhu Vij

406. PROJECT REPORT AND VIVA VOCE

407. COMPREHENSIVE VIVA VOCE

IMPORTANT

With a view to bring about greater reliability, validity and objectivity in the examination system and also for closer integration of teaching, learning and evaluation.

- (i) The syllabus has been divided into units. Questions will be set from each unit with provision for internal choice.
- (ii) In order to ensure that students do not leave out important portion of the syllabus, examiners shall be free to repeat the questions set in the previous examinations.

NOTIFICATION

In compliance of decision of the Hon'ble High Court all students are required to fulfill 75% attendance rule in each subject and there must be 75% attendance of the student before he/she could be permitted to appear in the examination.

Course Director

