

102. INDIA'S FOREIGN TRADE AND POLICY

OBJECTIVE : This course aims at providing information on India's foreign trade composition and direction, trade policies and balance of payment.

LEVEL OF KNOWLEDGE : Expert knowledge is required to understand organizational environment and individuals role as manager to operate effectively in the organization to achieve organizational goals.

DETAILED SYLLABUS :

Unit - 1

Foreign trade : An overview

India's foreign trade

India's balance of payment

Unit - 2

Export promotion in India

EXIM policy

Export Promotion Industrial Park in India

Export processing zones. Export oriented units, Export - houses and special economic zones, Export Assistance to Indian Exporters.

Unit - 3

Foreign Trade organization for Export Promotion: EPC, IIFT, Commodity Boards, Council of Arbitration , EOUS, Chamber of Commerce & Industry, MMTC, World Trade Center.

Unit - 4

Export Finance, Methods of Payment- Export Procedure (Pre-shipment and Shipment) Export Pricing, EXIM Bank Of India. ECGC.

Unit - 5

Important International organizations-IMF,IBRD,IDA and IFC.

European Union and CIS countries

Japan

ASEAN, SAARC, SAPTA, OPEC, OECD, BENELX, NAFTA.

West Asia

REFERENCES :

India's exports : Martin Wolf

India's export and export policies in the 1960s. : Deepak Nayyar

Foreign trade management in India : M.L. Verma

Export promotion in india, The institutional infrastructure : S. Bhashyain

Finance of foreign trade and foreign exchange : B. K. Chaudhary

Export marketing in India's new manufacturers : Sri Ram Khanna