### Paper Title: Foreign Trade Practices & Procedure

**Code: FTM-602**

**Total Number of Lectures Allocated: 45**

**Credit: 3 Time: 3 Lecture Hours/Week**

**Objective:**

The course has been designed to impart the knowledge of the various documents involved in export as well as import business.

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| **Unit** | **Contents** | **Lectures** |
| **I** | **Export Finance:**  Pre shipment Finance ,Deferred Payment Exports, Buyers credit, EXIM banks Buyers credit scheme, Suppliers credit, Turnkey projects, Joint ventures abroad, bank credit | **09** |
| **II** | **Introduction to Post shipment finance:**  GR form, permissible deductions, irregular documents, direct and indirect bills grace period, exports on consignment documentation, overdue bills, re import of unsold goods, lost shipment | **09** |
| **III** | **Import finance**:  Exchange control regulations concerning imports, methods of import finance- under letter of credit, against bills under collection, imports against deferred payment, under foreign credit, import loans by EXIM bank of India. | **09** |
| **IV** | **Export promotion Incentives**:  Export Promotion, role of Government, cash assistance, duty drawback, import entitlement.  RBI- Duty draw back, credit schemes- Pre-shipment, export bills  EXIM bank-long term finance guarantees-refinancing of export credits.  ECGC- brief introduction-concessions granted to exporters, combined transport document(CTD) | **09** |
| **V** | **A brief study of boards& councils Helping specific industry exports:**  Agricultural and Processed food products export development authority, Apparel export promotion council, carpet export promotion council, cotton textile export promotion council, Handloom export promotion council. | **09** |

**Essential Readings:**

1. Acharya & Jain , Export Marketing , Himalayan Publishing.
2. Export Import procedures and documentation, IGNOU IBO- 04.
3. Nabhis Export Manual.
4. P. Subba Rao : International Business.

**Reference Books:**

1. Francis Cherunilam : International Business.

2. B.K. Chaudhari and O.P. Agarwal : Foreign Trade and Foreign Exchange;

Himalayan Publishing.