### Paper Title: Introduction to International Trade

**Code: FTM-101**

**Total Number of Lectures Allocated: 45**

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

**Objective:**

The objective of the course is to impart knowledge with regards to the elementary concepts of foreign trade management, which forms the foundation of the course.

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| **Unit** | **Contents** | **Lectures** |
| **I** | **International Trade:** Concepts, Characteristics, Advantages, Theories (Absolute Cost advantage and Comparative Cost advantage, Heckscher- Ohlin Theory) | **09** |
| **II** | **Balance of Payments:** Concept, Components, Difference between Balance of Payments & Balance of Trade, Causes of disequilibria, Rectification of disequilibria, Importance  | **09** |
| **III** | **Instruments of Foreign Trade Policy:**Tariffs and non tariff barriers -Classification, Types, purpose, Reasons for imposing tariff and non tariff barriers. Benefits. | **09** |
| **IV** | **Dumping:**Kinds and essential condition for dumping, its effects, Anti-dumping measures | **09** |
| **V** | **Exchange control:**Meaning and features, Purposes, Methods | **09** |

**Essential Readings:**

1. P Subba Rao : International Business , Himalayan Publications.
2. Mathur S K : International Finance and Trade.
3. Jeevanandam C : Foreign Exchange and Risk Management.

**Reference Books:**

1. Thakur & Mishra : International Business.
2. Varshney R.L. and Bhattacharya: International Marketing Management.
3. Ashwatthapa: International Business.
4. Francis Cherunilam: International Business.