### Paper Title: Introduction to India’s Foreign Trade

**Code: FTM-102**

**Credit: 3**

**Total Number of Lectures Allocated: 45 Time: 3 Lecture Hours/Week**

**Objective:**

The Course attempts to provide to the students the knowledge of the quantum and direction of India’s foreign trade in selected areas, and help them learn about the institutional setup being established by Government to promote International business.

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| **Unit** | **Contents** | **Lectures** |
| **I** | **India’s foreign trade:** Trends in exports**:** export of principal commodities from India, import of principal commodities in India, Composition of India’s foreign trade, Direction of India’s foreign trade, Problems faced by Indian exporters | **09** |
| **II** | **Export promotion organizations:**Introduction, Role and Objectives ofExport promotion councils (EPCs), commodity boards (CBs), Export Inspection councils (EICs), Indian Trade Promotion Organizations (ITPO), Indian institute of foreign trade (IIFT), Indian institute of packaging (IIP), Indian council of Arbitration (ICA), federation of Indian export organization (FIEO), export processing Zones(EPZ), export oriented units(EOU), Special economic Zones(SEZ) | **09** |
| **III** | **Globalization:**Drivers of globalization, globalization of markets, globalization of production, globalization of investment, globalization of technology. Advantages and disadvantages of globalization, globalization policy issues | **09** |
| **IV** | **Globalization and India:** New economic policy - introduction, objectives. Measures towards globalization.Foreign Direct Investment - Meaning, forms of FDI, factors influencing FDI, Reasons for FDI, Costs and benefits of FDI. Trends in FDI, FDI in India and its impact.  | **09** |
| **V** | **Trade prospects of selected commodities from India**: Textiles and Garments, Gems and Jewellery. | **09** |

**Essential Readings:**

1. India’s Foreign Trade: IGNOU Module , IBO – 03.
2. Jain & Singh, Modern International Business, Regal Publications 2007, New Delhi.

**Reference Books:**

1. P. Subba Rao : International Business.
2. Thakur & Mishra : International Business.
3. Parasram : Export: what, where and how