

IV Semester

Paper Code	Paper Title	Teaching Hours/ week		Core / Elective	Internal Marks	External Marks	No. of Credits
		Lecture	Tutorial/ Practical				
Com401	Indian Financial System	4	1	Core	30	70	4
Com 402	International Business	4	1	Core	30	70	4
Specializations (Four papers should be chosen)							
1. Accounting & Taxation							
Com403 A	Corporate Restructuring Accounting	4	1	Electives	30	70	5
Com404 A	Cost & Management Accounting	4	1		30	70	5
Com405 A	Tax Planning & Management	4	1		30	70	5
Com406 A	Goods & Services Tax	4	1		30	70	5
2. Banking & Insurance							
Com 403 B	E- Banking	4	1	Electives	30	70	5
Com404 B	International Banking	4	1		30	70	5
Com405 B	General Insurance	4	1		30	70	5
Com406 B	Life Insurance	4	1		30	70	5
3. International Business							
Com403 C	Foreign Exchange & Risk Management	4	1	Electives	30	70	5
Com 404 C	Global Logistics & Supply Chain Mgt.	4	1		30	70	5
Com405 C	International Business Negotiations	4	1		30	70	5
Com406 C	India's Foreign Trade & Documentation	4	1		30	70	5
Com 407	Viva-Voce	--	--		--	100	4

IV SEMESTER

COM 401 - INDIAN FINANCIAL SYSTEM

Unit - I: Introduction – Role of Financial System in Economic Development- Financial Markets and Financial Instruments- Capital Markets – Money Markets –Primary Market Operations- Role of SEBI – Secondary Market Operations - Regulation – Functions of Stock Exchanges – Listing - Formalities -Financial Services Sector Problems and Reforms.

Unit - II: Financial Services: Concept, Nature and Scope of Financial Services – Regulatory Frame Work of Financial Services – Growth of Financial Services in India - Merchant Banking – Meaning –Types – Responsibilities of Merchant Bankers – Role of Merchant Bankers in Issue Management – Regulation of Merchant Banking in India.

Unit - III: Venture Capital – Growth of Venture Capital in India – Financing Pattern Under Venture Capital – Legal Aspects and Guidelines for Venture Capital. Leasing – Types of Leases – Evaluation of Leasing - Lease Vs. Borrowing.

Unit - IV: Credit Rating – Meaning, Functions - Debt Rating System of CRISIL, ICRA and CARE. Factoring, Forfeiting and Bill Discounting –Types of Factoring - Arrangements- Factoring in Indian Context.

Unit - V: Mutual Funds – Concept and Objectives, Functions and Portfolio Classification, Organization and Management, Guidelines for Mutual Funds, Working of Public and Private Mutual Funds in India. Debt Securitization - Concept and Application - De-mat Services-need and Operations-role of NSDL and CSDL.

References

1. I.M. Bhole, Financial Institutions and market, Tata McGraw Hill.
2. V.A. Avadhani, Marketing of Financial Services, Himalayas Publishers, Mumbai.
3. Vasant Desai, Indian financial system, Himalaya Publisher.
4. Benton E.G., Financial Intermediaries An introduction.
5. Edminister R. D, Financial Institution, Markets and Management.
6. Verma J.C A manual of Merchant Banking.
7. West Lake. M, Factoring.
8. N. Vinaykan, A Profile of Indian Capital Market.

COM 402-INTERNATIONAL BUSINESS

UNIT-I: International Business: Concept of international business – Stages of internationalization of business – Impact of globalization - Anatomy of international business environment – International economic, political, legal, competitive, social demographic and cultural frame work - International trade theories.

UNIT –II: International trade regulatory frame work – Trade barriers – Export promotion and import substitution - Regional trade organizations - Free trade pacts - Most favored nation status - Role of world Trade Organization (WTO) - Integrity pact.

UNIT –III: International financial frame work - Balance of payments – Foreign exchange market mechanism, export financing, and incentives – International liquidity - Global Competitiveness; Technology and Global Competition – Role of MNCs in International Business.

UNIT –IV: International Economic Institutions Agencies and Agreements: Regional Trading agreements – The European Union and NAFTA – Implications of Barriers to Trade – Debate on Trade Policy i.e. Free Trade Vs Protectionism.

UNIT –V: Organizing for international business – Designing global organization structure – Developing global competitiveness - EOUs, EPZs - Role of State and Centre to promote international trade - Strategy of International Business - Host Country Heterogeneity and International Business Strategy.

References

1. Francis Cherunilam, International Business, PHI.
2. Bhattacharya, International Business, Excel Books, New Delhi.
3. John D.Daniels & Lee H. Radebaugh., International Business, Pearson Education.
4. P. Subba Rao, International Business, Himalaya Publishing House.
5. R. Chandran, International Business, Jaico Publishing House
6. Vyuptakesh Sharam, International Business, Pearson education, 2006.
7. K.Aswathappa, International Business, Tata McGraw-Hill, 2006.
8. Bhalla Madhava. V.K., International Business, New Delhi.
9. Shukla, International Business, Excel Books, New Delhi.
10. Sundarmos Black; International Business Environment, Prentice Hall of India.
11. Ramesh Mohan Joshi, International Business, Oxford University Press
12. Pradip Kumar Sinha, Sanchari Sinha, International Business Management, Excel Books

SPECIALIZATIONS

1. ACCOUNTING AND TAXATION

COM 403 (A) - CORPORATE RESTRUCTURING

Unit -1: Introduction: Corporate restructuring- scope and modes of restructuring- global scenario-Strategic planning- Competitive advantage - strategy formulation- routes for executing strategy – start up, mergers, acquisitions, takeovers, disinvestments and strategic alliances.

Unit-2: Mergers and Amalgamations, Takeovers: Mergers and Amalgamations- legal aspects-procedural aspects - economic aspects -accounting aspects-financial aspects - taxation aspects-stamp duty and allied matters- filing of various forms - Takeovers- legal aspects - SEBI takeover regulations-procedural aspects-economic aspects- financial aspects- accounting aspects- taxation aspects- stamp duty and allied matters- bail out takeovers- takeover of sick units

Unit-3: Funding of Mergers and Takeovers: Financial alternatives-funding through various types of financial instruments-buy-back of shares- hybrids, options and securities with differential rights, employer stock options and securities -takeover finance-ECBs-funding through financial institutions and banks- rehabilitation finance- management buyouts.

Unit-4: Valuation of Shares and Business, Revival and Restructuring of Sick Companies: Factors influencing valuation-methods of valuation- problems of sick industries and their revival – Legal aspects of restructuring of sick industries

Unit-5: Corporate Demergers, Splits and Divisions: Concepts of demerger and reconstruction-modes of demerger - tax aspects, tax reliefs- reverse mergers-Indian scenario

References

1. Tata McGraw Hill Publishers, Mergers et. Al; S. Ramanujam
2. Snow White Publications Pvt, Ltd; , Takeover of Companies, J.M Thakur
3. Sarup & Sons, New Delhi, Corporate Takeovers in India, V.K Kaushal
4. Bharat Publishing House, Corporate Merger and Takeovers, Dr. J.C. Varma
5. Company Law Journal, New Delhi , Acquisition, Amalgamation, Merger Takeovers, L.M .Sharma
6. **Jossey Bases Publisher**, Complete Guide to Merger and Acquisition, Galpin Timothy J. Mark Headim
7. **Black Wall**, Readings in Mergers and Acquisitions, Gaugman Partick Ed.
8. **Prentice Hall** , The Essence of Mergers & Acquisition P.S. sudarsan
9. **L.M Sharma**, Post Box No. 2693, New Delhi – 110005, Company Law Journal
10. **Corporate Law Advisers**, Post Bag No.3, Vasant Vihar, New Delhi, Corporate Law Advisers

COM 404 (A) - COST AND MANAGEMENT ACCOUNTING

Unit – I: Cost Management – Nature and Scope – Management of Value Chain – Tools of Cost Management - Product Costing Systems – Concepts and Design Issues.

Unit – II: Activity Based Costing System – Meaning and Scope – Limitations of Traditional Costing Allocation Methods – Application of ABC System – Activity – Based Management – Concept and Scope – Target Costing – Benchmark Costing.

Unit – III: Quality Cost Systems – Meaning and Application – Conflict Between Quality and Cost – Trade-off Between Quality and Price – Value Analysis – Life Cycle Costing – Learning Curve Analysis – JIT.

Unit – IV: Cost Estimation – Methods – Costing Engineering – Using Regression Analysis – Evaluating Performance – Variance Analysis – Kaizen Costing.

Unit – V: Cost Control and Cost Reduction – Managerial and Technical Aspects – Meeting the Cost Reduction Challenges Role of Cost Accountant.

References

1. 'Cost Management' – Strategies for Business Decisions HILTON, MAHER and SELT, Tata McGraw Hill, II ed. 2002.
2. 'Cost Accounting' – Principles and Practice, B.M.Lall Nigam, Prentice Hall of India.
3. Cost Accounting: Theory and Practice, Bhabatosh Benarjee, Prentice Hall of India.
4. 'Principles of Quality Costs' Principles, Implementation and Use Jack Companella, Prentice Hall of India Pvt. Ltd. 2000 (3rd Ed.)
5. 'Cost Accounting' – Jain and Narang.
6. 'Cost Accounting' – A Managerial Emphasis' Chrles Tn Horngren.
7. 'Cost Accounting' – B. Benerjee, World Press, Calcutta.

COM 405 (A) TAX PLANNING AND MANAGEMENT

- UNIT- I** : **Introduction:** Nature and Scope of Corporate Tax Management – Need for and significance – Problems in Tax Management - Types of Companies - Widely Held Company, Closely held company, Residential Status of a Company and incidence of tax.
- UNIT- II** : **Tax Planning** – Tax avoidance and tax evasion. Tax planning with corporate dividend, Dividend policy – Bonus shares. Tax planning with reference to specific managerial decisions – Make or Buy, Own or Lease, Purchase by installment or by Hire, Repair, Replace, Renewal or Renovation, shut down or continue.
- UNIT-III** : **Procedure for Assessment** – Deduction of tax at Source, Advance payment of Tax, Tax returns, refunds appeals and revision.
- UNIT- IV** : **Tax Administration** – Concept, Tax administration with reference to setting up of new business, Financial management decisions & Employees remuneration.
- UNIT – V** : **Computation of Taxable Income of Companies** – Computation of taxable income under different heads of income – House property, Profit and gain from business, Capital gain and income other sources, carry forward and set off of losses in case of companies. Deduction from Gross Total income. Minimum Alternative Tax.
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References

1. Direct taxes – Dr. H.C. Mehrotra and Dr. S.P. Goyal Sahitya Bhavan New Delhi.
2. Direct Taxes law and practice – Bhagavathi Prasad, Vishva Prakashana, New Delhi.
3. Direct Taxes Aggarwal P.K ‘Tax Planning for Companies’ Hind Law Publishers, New Delhi.
4. Corporate Tax Planning and management, Lakhota, Vision Publishers.
5. Taxman’s direct Tax Laws and Practice, Dr. Vinod K.Singhanian and Kapil Singania Taxman’s Publications(p)Ltd., New Delhi.

COM 406 (A) – GOODS & SERVICE TAX

Unit I: Introduction of GST: Limitations of VAT – Need for Tax Reforms - Models of GST - Structure of GST in India - Transactions covered under GST - Registration of Assesses Under GST - Procedure for registration - Deemed registration - GST Rate Structure. .

Unit-II: Taxes and Duties: Subsumed under GST - Taxes and Duties outside the purview of GST: Tax on items containing Alcohol, Petroleum products, Tobacco products - Taxation of Services

Unit-III: Inter-State Goods and Services Tax: Major advantages of IGST Model – Transactions within a State under GST – Interstate Transactions under GST - Illustrations.

Unit-IV: Time of Supply of Goods & Services: Value of Supply - Input Tax Credit – Distribution of Credit -Matching of Input Tax Credit - Availability of credit in special circumstances- Cross utilization of ITC between the Central GST and the State GST.

Unit-V: Administration and Assessment: Officers under GST Act: Powers of officers- Self-assessment - Provisional assessment – Assessment of Non-filers of returns - Unregistered persons – Levy and Exemption of Tax: Chargeability – Collection at Source – Tax under Central GST and State GST - Taxation of Services–Remission of Tax - Adjustment and Refund of GST.

References:

1. Goods and Services Tax in India – Notifications on different dates.
2. GST Bill 2012.
3. Background Material on Model GST Law, Sahitya Bhawan Publications, Hospital Road, Agra - 282 003.
4. The Central Goods and Services Tax Act, 2017, NO. 12 OF 2017 Published by Authority, Ministry of Law and Justice, New Delhi, the 12th April, 2017.

1. BANKING AND INSURANCE

COM 403(B): E- BANKING

UNIT – I : IT In Banking

Information Technology and its implications – Information Technology – Indian Banking Scenario – Initiatives and Trends.

UNIT – II : Applications in Banking

Computer based information System for Banking and Electronic Banking, Electronic Fund Management.

UNIT – III : Enabling Technologies of Modern Banking

Electronic Commerce and Banking – Customer Relationship Management – Integrated Communication Networks for Banks

UNIT – IV : Security and Control Systems

Computer Security and Disaster Management System - Audit and Computer Crime – Security and Control Aspects of Emerging Banking Technologies.

UNIT – V : Planning and Implementation of Information System

Security and Control Aspects of Emerging Banking Technologies – Data Warehousing and Data Mining – Designing and Implementing Computerization in Banking Sector.

References

1. Hawtrey, *The art of Central Banking*, Augustus M Kelley Publishers, 1970, New York.
2. Vasant Desai, *Indian Banking – Nature and Problems*, Himalaya Publishing House, Mumbai.
3. Khan M.Y – *Indian Financial System*, Tata Mc.Graw Hill Publishing Company Limited, New Delhi, 2004
4. R.G.Murdick J.E. Ross and J.R Clagget, *Information Systems for Modern Management*, PHI
5. Charlie Kaurman, Radha Periman and Mike Dpeciner, *Network Security*, Private Communication a Public World, Pearson/PHI.
6. Steve Hedley, *Statutes on IT & E-Commerce*, Oxford University Press.

COM 404(B) – INTERNATIONAL BANKING

- UNIT – I** : Introduction- Global trends and developments in International Banking- Wholesale banking- Retail banking- private banking- inter-bank business
- UNIT – II** : International Financial Centres - Offshore Banking units - SEZs- Asset Liability Management- Profitability of International Banking Operations
- UNIT – III** : Investment Banking: Wholesale Banking - Unit Banking – Federal Banking System – Investment Banking - Correspondent Banking – Banking System in UK, USA, Germany and Japan - Global trends and developments in International Banking.
- UNIT – IV** : International Financial Institutions; IMF , IBRD, BIS, IFC, ADB, WTO, Treasury and Risk Mitigation
- UNIT – V** : Regulatory Framework in India and FEMA, Letter of Credit mechanism and UCPDC / URC / URR Buyers’ / Sellers’ credit- Bilateral trade- counter trade- high seas sales.

References

1. International Banking Operations, Libf, Macmillan Publishers India Limited, 2007.
2. Domestic and International Banking, M.K. Lewis & K.T. Davis, The MIT Press, 1987.
3. Hand Book of International Banking, A. W. Mullineux & Victor Murinde, Edward Elgar Publishing, 2003.
4. International Banking, Nicholas L. Deak & JoAnne Celusak, New York Institute of Finance, 1984.
5. International Banking and Finance, francis A. Lees, Macmillan Press, 1980.
6. Multinational and International Banking, Geoffery Jones, E.Elgar, 1984.

COM405 (B) – GENERAL INSURANCE

Unit-I: Risk Management and Insurance: Risk, Uncertainty, Peril and Hazard-Increasing Severity of Losses-Risk Management by Individuals, Businesses and Society-Property and Liability risk Exposure, Life, Health and Loss of Income Exposure, Methods of Risk Management: Non Insurance Methods, Risk Avoidance, Loss Control, Risk Retention, Risk Transfer - Law of Large Numbers- Risk Reduction through Pooling Benefits and Costs of Insurance.

Unit-II: Principles of Insurance: Principles of Indemnity, Insurable Interest, Subrogation and Utmost Good Faith, Proximate Cause Requisites of Insurance Risks, Insurance and Law of Contracts, Distinguishing Legal Characteristics of Insurance Contracts. Insurance Policy provisions, Declarations, Insuring Agreement, Exclusions, Conditions, Miscellaneous provisions, Endorsements, Cover Note, Warranties, Interpretation of Insurance Policy.

Unit-III: Property Loss Exposures and General Insurance Coverage: General Insurance Policies - Types of Coverage - Commercial Property Loss Exposures, Personal Property Loss Exposure, fire and Allied perils, Declaration and Floating Policy, Business Interruption Insurance, House Owners policy, Boiler and Machinery Insurance, Marine Cargo Insurance - Law and practice.

Unit-IV: Automobile Insurance: Act only Cover, Third Party Property Damage and Bodily Injury Cover, Liability Exposures, Types of Liability Damages, Criminal and Civil Law, Torts, Law of Negligence, Defense against Negligence Claims, Types of Liability Exposures, Professional Liability Insurance.

Unit-V: Rate-Making in General Insurance: Claims Procedures, Surveying and Loss adjusting, Agents and Brokers, Insurance Laws and Insurance Regulation in India, General Insurance Industry in India, Public Sector Players, Private Sector Players, Channels of Distribution Of Insurance, relative Merits and Drawbacks of Different Channels, changes in the Distribution System in India, Co-insurance and Reinsurance, Essential Principles of Reinsurance, Reinsurance in India.

References

1. Vaughan,E.Tand T.Vaughan: Fundamental of Risk and Inswance, John Wiley & Sons
2. Rejda, G.E: Principles of Risk Management and insurance, Pearson Education
3. Luthardt: Property and Liability Insurance Principles, Insurance Institute of America,
4. Stulz: Risk Management management & Derivatives, 2e, Thomson
5. Chance: Introduction to Risk Management and Derivatives, Thomson.

COM406 (B) – LIFE INSURANCE

Unit-I: Risk Management: Managing Personal Risks: Premature Death, Disability, Managing Risks Associated with Premature Death - Approaches for Estimating Optimal Life Insurance - Protection: Human Life Value Approach, Needs Approach, Capital Retention Approach. Risk Associated with Superannuation - Risk of Outlining the Retirement Accumulation - Estimating the Accumulation Need, Risks Associated with Disability - Needs Analysis for Disability Risk - Available Resources to Meet the Disability Risk - Evaluating Medical expenses Exposure - State Unemployment Insurance Programs, Risk Retention and Risk Reduction.

Unit-II: Life Insurance – Types of Contracts, Term and Cash Insurance - Life Insurance products, Whole Life Insurance: Ordinary Life Insurance, Limited Payment Life Insurance, Endowment Life Insurance, Variation of Whole Life Insurance: Variable Life Insurance, Universal Life Insurance, General Classifications of Life Insurance: Ordinary Life Insurance, Industrial Life Insurance, Group Life Insurance, Credit Life Insurance, Computation of Life Insurance premium: Mortality, Interest, Net Single Premium, Net Level Premium, reserves on Life Insurance policies, Benefits-Certain and Benefits-Uncertain contracts.

Unit-III: Life Insurance Contracts: General Provisions of Life Insurance: Ownership Clause, Beneficiary Clause, Incontestable Clause, Suicide Clause, Grace Period, Reinstatement, Misstatement of Age or Sex Clause; Change-of-Plan Provision, Exclusion and Restrictions, Payment of Premiums, Assignment Clause, Policy Loan Provision. Dividend Options: Cash, Premium Reduction, Accumulate at Interest, Paid-up Additions, Fifth Dividend Option-Term *Insurance* - Non-Forfeiture Option or Cash Surrender Option, Settlement Options: Interest Option, Fixed Period Option, Fixed Amount Option, Life Income Option, Additional Life Insurance Benefits: Waiver of Premium Provision, Accidental Death Benefit Rider, Cost of Living Rider, Buying Life Insurance, Determining the Cost of Life Insurance, Rate on saving Component, Taxation and Life Insurance, Shopping for Life Insurance.

Unit-IV: Health Insurance: Individual Health and Disability Income Insurance, Types of Individual Health Insurance Coverage: Hospital - Surgical Insurance, Major Medical Insurance, Long Term Care Insurance, Disability Income Insurance, Need for Disability Income Insurance: Short Term Versus Long term Disability Coverage Health Insurance for the Elderly, Long Term Care Insurance, Shopping for Health Insurance. Employee Benefits: Group Life and Health Insurance, Group Insurance, Group life Insurance Plans, Group Health Insurance Plans, Group Disability - Income Insurance.

Unit-V: Insurance Company Operations:

Insurance Company Operations: Rate Making, Underwriting, Production, Claim Settlement, Reinsurance, Life Insurance Industry in India. Government Insurance Units, Private Players, Emerging Scenario, Marketing Systems, Distribution Channels - Agents and Brokers, Changes in Distribution System, Government regulation of Insurance, Rationale of Regulation, Function of IRDA, IITDA Regulations.

References

1. Vaughan, E.T & T.Vaughan: Fundamentals of Risk Insurance, Johan Willey & Sons
2. Course material and books published by "Insurance Institute of India, Mumbai".
3. Rejda, G.E: Principles of Risk Management and Insurance (Seventh Edition), Pearson
4. Treischmann: Risk Management & Insurance, Thomson
5. Chance: Introduction to Risk Management and Derivatives, Thomson.

INTERNATIONAL BUSINESS

COM403(C) – FOREIGN EXCHANGE AND RISK MANAGEMENT

UNIT – I: Framework of Foreign Exchange: Foreign exchange-sources and uses - foreign trade and foreign exchange – determinants of foreign exchange rate- parties in foreign exchange

UNIT- II: Foreign Exchange Systems: Fixed and Floating Exchange Rates - Exchange Rate System Prior to IMF – Exchange Rate Systems Under IMF – European Union – External Value of Rupee – Convertibility of Rupee – South East Asian Currency Crisis

UNIT–III: Administration of Foreign Exchange: Evolution of Exchange Controls-Foreign Exchange Management Act, 1999 – Administrative structure-Organization of an Authorized Dealer-Foreign Exchange Markets

UNIT–IV: Exchange Arithmetic: Spot Exchange Rates – cross Rates – Forward Exchange rates– Forward Exchange Rates Based on cross Rates – Inter Bank Deals Swap Deals - Execution of Forward Contract – Cancellation / Extension of Forward Contract

UNIT –V: Risk Management: Exchange Dealings – Futures and options – Exchange Risk: Transaction Exposure –Translation and Economic Exposures – Interest Rate Risk – Managing interest Rate Risk

References

- 1.David S. Kidwell, Richard L. Peterson, David W. Blackwell: Financial Institutes,
- 2.Market and Money, Harcourt Brace Jovanovion, 1993
- 3.H.P Bhardwaj: Foreign Exchange Handbook, Wheeler publishing, 1994.
- 4.Treasury and Risk Management in Banks – 11 BF Taxman- 2006.
- 5.Bibek Debroy: The Convertible Rupee & How to Profit from it, Global Business Press.
- 6.C. Jeevanandam: Foreign Exchange, New Delhi, Sultan Chand & Sons 1994.
- 7.A Guide to Forex Dealing and Operating, Published by State Bank of Hyderabad, 1993.

COM404 (C) – GLOBAL LOGISTICS AND SUPPLY CHAIN MANAGEMENT

UNIT - I: Introduction: Scope of SCM – SCM in the Global Environment – Consequence of SCM: Creating Value, Satisfaction, and Differential Advantages-Role of Marketing in SCM-Role of the Sales Function in SCM-R & D in SCM

UNIT- II: Supply Chain Sales Forecasting: Forecasting in the supply chain - Evolution and growth of SCM-Supply Chain Production – Standard Methods of Production

UNIT-III: Purchasing in a supply chain: Role of logistics in the supply chain - Evolution and Growth of information systems in SCM - Financial issues in SCM - Customer service in a SCM

UNIT-IV: Inter Functional Coordination in SCM: Inter -Corporate Corporation in SCM - Measuring Performance in the Supply Chain

UNIT-V: Managing the Supply Chain: Managerial and Research Implications, Reverse logistics

References

1. John T. Mentzer, Supply chain Management – sage publications New Delhi, 2008.
2. Rahul v.altekar- Prentice/hall of India - New delhi-110001, 2005
3. Sunil chopra/peter meindl , Prentice/hall of India private limited ,New delhi-110001, 2007.
4. S.S Mishra, Taxmann's Publication on Pvt, Ltd, New Delhi,2009.
5. Donald j bowersox ,Davi j closs, M bixby cooper Tata Mc Graw hill publishing company limited New Delhi , 2008 - Supply Chain Logistics Management.

COM405(C) – INTERNATIONAL BUSINESS NEGOTIATIONS

UNIT I : Nature of International Business Negotiations : Framework for international business negotiations - Background factors - Impact of national culture, organizational culture and personality on buyer-seller interaction – a model of the negotiation process with different strategies and planning – Distributive bargain and integrative negotiations.

UNIT II : Cultural aspects of International Business negotiation- Hofstede's dimension of culture and their influence on International Business negotiation - cross culture communication : Issues and Implications – The role of time in International Business negotiation – The role of atmosphere in negotiations.

UNIT III: Negotiating sales, export transaction and agency agreements – negotiating licensing agreements – Negotiating international joint venture – project negotiations – Cooperative negotiation for mergers and acquisitions.

UNIT IV : Investment negotiations – Negotiating with Europe, China and other East Asian countries - Business Negotiations between Japanese and Americans – General Guidelines for negotiating international business.

UNIT V: Ethics in negotiations – Communication in negotiations – Negotiation power and relationships in negotiations – Best practices in negotiations – Business Etiquette – Assertive skills – Personality and negotiation skills.

References

1. International Business Negotiations, Second Edition - Pervez. N.Ghauri (Editor), Jean-Claude Usunier (Editor), Pergamon, 2003.
2. Global Business Negotiations: A Practical Guide - Subhash Jain (Author) Claude Cellich, South-Western Educational Publishing.

COM406 (C) INDIA'S FOREIGN TRADE AND DOCUMENTATION

UNIT –I: Global trade and its growth – India's relative position in World Trade - Trends in India's Foreign Trade: Direction and composition of India's foreign trade; India's Balance of trade and Balance of Payments - Export – Import policy; Export promotion and institutional set-up; Deemed exports; Rupee convertibility and impact on foreign Trade.

UNIT –II: Instruments of Export Promotion: Export assistance and promotion measures; EPCG scheme; Import facilities; Duty exemption schemes; Duty drawback; Tax concessions; Marketing assistance; Role of export houses, trading houses and state trading organizations;

UNIT –III: Export-Import Procedure and Documentation: Basic documents used in international trade-export letter of credit - processing of an export order - excise duty and sales tax procedure - pre-shipment documentation - standardization procedure for export by sea, inland container depots, container freight stations, export by air, courier service, land and river, export by post, Collection, negotiation of export documents - registration, formalities with export promotion councils, FIEO, export promotion schemes, Registration formalities - opening of letter of credit for import. Retirement of import documents, Customs procedure for clearing of imported goods

UNIT-IV: Export-Import Finance: Export finance and payments - Export credit - advances against collections - discounting trade acceptance - institutional support for export finance in India - RBI guidelines - ECGC guidelines - FEDAI guidelines - International Chamber of Commerce. Stages of export finance - types of pre-shipment and post-shipment finance. Different stages of post shipment finance - New schemes of export financing - rediscounting of export bills -options for the exporters - forfeiting and factoring - finance for software exports - Import finance - import letter of credit-exchange control requirements - RBI guidelines - FEDAI & UCPDC provisions.

UNIT-V:Shipping, Insurance and Packaging: Shipping & Marine Insurance - General Information on Shipping - Types of Containers and Ships - Containerization - Marine Insurance - Air Transportation - Bill of Lading/Air Way Bill/Sea Way Bill - Maritime Fraud - Packaging Introduction - Mechanical tests - Climatic tests - Stretch Wrapping - Cushioning materials - Shrink packaging - packaging cost - Lab testing - International Care labeling code etc

References

1. Gupta, R.K.: Anti-dumping and Countervailing Measures, Sage Publications, New Delhi.
2. Nabhi's Exporter's Manual and Documentation, Nabhi Publication, New Delhi.
3. Soderstenm B.O: International Economics, McMillan, London.
4. Varsheny R.L. and B. Bhattacharya: International Marketing Management, Sultan Chand & Sons, New Delhi
5. Verma, M.L: International Trade, Commonwealth Publishers, Delhi.
