

**BHARATHIAR UNIVERSITY: COIMBATORE-641 046****B.Com (INTERNATIONAL BUSINESS)****(For the students admitted during the academic year 2021-22 and onwards)****SCHEME OF EXAMINATION - CBCS PATTERN**

Part	Study Components	Course Title	Ins. hrs / week	Examinations			Credits	
				Dur.Hr	CIA	Marks		Total
<b>SEMESTER -I</b>								
I	Language-I		6	3	50	50	100	4
II	English-I		6	3	50	50	100	4
III	Core I - Principles of Accounting		5	3	50	50	100	4
III	Core II- Business Organisation and Office Management		5	3	50	50	100	4
III	Allied Paper I – World Economic Resources		6	3	50	50	100	4
IV	Environmental Studies #		2	3	-	50	50	2
<b>Total</b>			<b>30</b>		<b>250</b>	<b>300</b>	<b>550</b>	<b>22</b>
<b>SEMESTER-II</b>								
I	Language-II		6	3	50	50	100	4
II	English-II		6	3	50	50	100	4
III	Core III - Financial Accounting		5	3	50	50	100	4
III	Core IV - Principles of Marketing		5	3	50	50	100	4
III	Allied Paper II - International Trade Procedures and Documentation		6	3	50	50	100	4
IV	Value Education - Human Rights #		2	3	-	50	50	2
<b>Total</b>			<b>30</b>		<b>250</b>	<b>300</b>	<b>550</b>	<b>22</b>
English / Business English			Cambridge / STEP					
<b>SEMESTER-III</b>								
III	Core V - Higher Financial Accounting		6	3	50	50	100	4
III	Core VI - Commercial Law		6	3	50	50	100	4
III	Core VII - Banking and Foreign Exchange		6	3	50	50	100	4
III	Allied : III - Mathematics for Business		6	3	50	50	100	4
IV	Skill based Subject - I : Business Application Software-I		4	3	50	50	100	4
IV	Tamil @ / Advanced Tamil # (or) Non-Major Elective-I Yoga for Human Excellence # / Women's Rights # Constitution of India #		2	3		50	50	2
<b>Total</b>			<b>30</b>		<b>250</b>	<b>300</b>	<b>550</b>	<b>22</b>
BFSI			TNASDC – BFSI					
<b>SEMESTER-IV</b>								
III	Core VIII - Corporate Accounting-I		4	3	50	50	100	4
III	Core IX- Logistics management		4	3	50	50	100	4
III	Core X - Business Taxation		4	3	50	50	100	4
III	Core XI - Executive Business Communication		3	3	30	45	75	3
III	Core XII - International Marketing Management		3	3	30	45	75	3
III	Core XIII - Computer Applications (MS-Word and MS-Excel)-Practical –I		3	3	30	45	75	3
III	Allied : IV : Statistics for Business		4	3	50	50	100	3
IV	Skill based Subject-2 : <b>Naan Mudhalvan office</b> <b>Fundamentals</b> <a href="http://kb.naanmudhalvan.in/Bharathiar">http://kb.naanmudhalvan.in/Bharathiar</a> University_(BU)		3	3	25	25	50	2
IV	Tamil @ / Advanced Tamil # (or) Non-major elective - II: General Awareness #		2	3		50	50	2
<b>Total</b>			<b>30</b>		<b>315</b>	<b>410</b>	<b>725</b>	<b>28</b>

Entrepreneurship Skills		TANSIM					
SEMESTER –V							
III	Core XIV - Corporate Accounting- II	6	3	50	50	100	4
III	Core XV – Brand Management	5	3	30	45	75	3
III	Core XVI - Cost Accounting	6	3	50	50	100	4
III	Core XVII - Income Tax Law and Practice	6	3	50	50	100	4
III	Elective-I :	4	3	30	45	75	3
IV	Skill based Subject-3 : Business Application Software-II	3	3	30	45	75	3
<b>Total</b>		<b>30</b>		<b>240</b>	<b>285</b>	<b>525</b>	<b>21</b>
BSI		NSE Academy					
SEMESTER –VI							
III	Core XVIII - Management Accounting	6	3	50	50	100	4
III	Core XIX - Principles of Auditing	5	3	50	50	100	4
III	Core XX - International Business Strategy	5	3	50	50	100	4
III	Core XXI- Computer Applications : MS-PowerPoint, MS-Access and Tally 9.2 -Practical-II	3	3	30	45	75	3
III	Elective -II:	4	3	30	45	75	3
III	Elective-III:	4	3	30	45	75	3
IV	<b>Skill-based Subject-IV:</b> <b>Naan Mudhalvan- Fintech Course (Capital Markets / Digital Marketing / Operational Logistics)</b> <a href="http://kb.naanmudhalvan.in/Bharathiar_University_(BU">http://kb.naanmudhalvan.in/Bharathiar_University_(BU</a>	3	3	25	25	50	2
V	Extension Activities @	-		50	-	50	2
<b>Total</b>		<b>30</b>		<b>315</b>	<b>310</b>	<b>625</b>	<b>25</b>
<b>GRAND TOTAL</b>		<b>180</b>		<b>1620</b>	<b>1905</b>	<b>3525</b>	<b>140</b>

\$ Includes 25% / 40% continuous internal assessment marks for theory and practical papers respectively.

@ No University Examinations. Only Continuous Internal Assessment (CIA) # No Continuous Internal Assessment (CIA). Only University Examinations.

List of Elective Papers (Colleges can choose any one of the paper as electives)		
Elective — I	A	Garment Merchandising
	B	Garment Costing
	C	Quality Assurance in Garment Industry
Elective – II	A	Supply Chain Management-I
	B	Supply Chain Management-II
	C	Cargo Management
Elective - III	A	Agricultural Export – import management
	B	Agricultural Logistics and Supply Chain Management
	C	Agricultural and Food Retailing

**Note: The syllabi of B.Com. degree programme from the academic year 2022-23 and subsequent changes be followed in respect the remaining papers which are not furnished below.**

Course code		L	T	P	C
<b>Core- 5</b>	<b>Higher Financial Accounting</b>	<b>4</b>			<b>4</b>
<b>Pre-requisite</b>	<b>Basic knowledge in Accounting</b>	<b>Syllabus Version</b>	2022-2023		
<b>Course Objectives:</b>					
The main objectives of this course are to:					
<ol style="list-style-type: none"> <li>To provide insight about maintaining partnership accounts</li> <li>To promote understanding about maintaining books of accounts at the time of retirement</li> <li>To offer understanding about dissolution and insolvency of partnership</li> <li>To facilitate knowledge about individual insolvency and claims</li> <li>To promote knowledge about human resource and inflation accounting</li> </ol>					
<b>Expected Course Outcomes:</b>					
On the successful completion of the course, student will be able to:					
1	Understanding the basic concepts of partner and procedures related to calculation of ratios.				K2
2	Acquiring the principle at the time of retirement in the books of partner				K1
3	Analyzing dissolution and insolvency of firms and individuals.				K4
4	Evaluate the insolvency or loss of individuals or firms.				K5
5	Examine the concepts based on voyage, Human resource and inflation accounting.				K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>					
<b>Unit:1</b>		<b>15--hours</b>			
Introduction- Admission of a Partner - Treatment of Goodwill - Revaluation of Assets and Liabilities - Calculation of Ratios for Distribution of Profits - Capital Adjustments.					
<b>Unit:2</b>		<b>15--hours</b>			
Retirement of Partner - Calculation of Gaining Ratio- Revaluation of Assets and Liabilities Treatment of Goodwill – Adjustment of Goodwill through Capital A/c only - Settlement of Accounts - Retiring Partner's Loan Account with equal Installments only.					
<b>Unit:3</b>		<b>15--hours</b>			
Dissolution - Insolvency of Partners- Garner Vs Murray- Insolvency of all Partners - Deficiency A/c - .Piecemeal Distribution - Proportionate Capital Method only.					
<b>Unit:4</b>		<b>15--hours</b>			
Insolvency of Individuals and Firms – Fire Claims : Normal Loss – Abnormal Loss					
<b>Unit:5</b>		<b>13--hours</b>			
Voyage Accounts - Human Resources Accounting and Inflation Accounting (Theory only).					
<b>Unit:6</b>	<b>Contemporary Issues</b>	<b>2 hours</b>			
Expert lectures, online seminars – webinars					
<b>Total Lecture hours</b>					<b>75--hours</b>

Course code		L	T	P	C
<b>Core- 6</b>	<b>Commercial Law</b>	<b>4</b>			<b>3</b>
<b>Pre-requisite</b>	<b>Basic knowledge in Commercial Law</b>	<b>Syllabus Version</b>		2022-2023	
<b>Course Objectives:</b>					
The main objectives of this course are to:					
<ol style="list-style-type: none"> <li>1. To provide knowledge about basics of business contract</li> <li>2. To create knowledge about the regulations of agency system</li> <li>3. To understand the rules of indemnity and guarantee</li> <li>4. To offer knowledge about the sale and transfer of goods and the applicable laws and regulations</li> </ol>					
<b>Expected Course Outcomes:</b>					
1	Assessing the various elements related business law and contract				K5
2	Interpreting different type of contract and its features				K2
3	Explain about the agency system related to creation and termination of agency				K5
4	Compare between rights and duties of indemnity , guarantee				K5
5	Examine the distinct between sale and agreement to sell and its features				K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>					
<b>Unit:1</b>					
<b>15--hours</b>					
Law – Meaning and objects – Mercantile law, meaning – Sources of contracts – Classification of contracts – Essentials of a valid contract – Offer, acceptance, legality of object and consideration – Void agreement.					
<b>Unit:2</b>					
<b>15--hours</b>					
Capacity to contract – Free consent – Quasi contracts – Contingent contracts – Performance of contract – Discharge of contract – Remedies for breach of contract.					
<b>Unit:3</b>					
<b>15--hours</b>					
Contract of Agency – Creation of Agency – Personal liability of an Agent – Agency by ratification– Conditions and effects – Termination of Agency.					
<b>Unit:4</b>					
<b>15--hours</b>					
Contract of indemnity and guarantee – Rights and Liabilities of surety – Discharge of surety – Bailment – Rights and Duties of bailor and bailee.					
<b>Unit:5</b>					
<b>13--hours</b>					
Law of sale of goods – Distinction between sale and agreement to sell – Conditions and warranties to sell – Conditions and Warranties – Transfer of Ownership – Transfer of title by Non-owners –Performance of contract of sale – Rights and Duties of buyer.					
<b>Unit:6</b>					
<b>Contemporary Issues</b>					
<b>2 hours</b>					
Expert lectures, online seminars – webinars					
<b>Total Lecture hours</b>					
<b>75--hours</b>					

Course code	TITLE OF THE COURSE			L	T	P	C
Core – 7	Banking and Foreign Exchange			4			3
<b>Pre-requisite</b>	Basic knowledge in banking and foreign exchange activities			<b>Syllabus Version</b>	2022-2023		
<b>Course Objectives:</b>							
The main objectives of this course are to:							
1. To understand the recent trends and innovations in banking sector							
2. To elaborate the functioning systems of banks in India							
3. To understand foreign exchange market							
4. To analyze foreign exchange risk and exposure							
<b>Expected Course Outcomes:</b>							
On the successful completion of the course, student will be able to:							
1	Illustrate the classifications of commercial banks, functions and credit creation						K1
2	Outline the general precautions, types of accounts						K2
3	Examine the concepts of negotiable instruments, promissory note						K2
4	Identify the knowledge and administration of foreign exchange						K3
5	Demonstrate the dealing position and foreign exchange risk						K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>							
<b>Unit:1</b>							
<b>15--hours</b>							
Definition of banker and customer- general relationship- Special relationship- Evolution of commercial banks – functions of modern commercial banks – branch banking – CRM in banking – Multinational banking – customer service							
<b>Unit:2</b>							
<b>15--hours</b>							
Opening of an new account- General precautions- Types of accounts- Fixed deposits- savings account- Current account- Recurring deposits- special type of customers- Minor- Lunatic- drunkards- joint account- partnership account- Public limited company.							
<b>Unit:3</b>							
<b>15--hours</b>							
Negotiable instruments- meaning- characteristics- types- Bills of exchange- Essentials- Promissory note- essentials- Cheques- Essentials- Endorsement- Crossing of Cheques- Marking of Cheques.							
<b>Unit:4</b>							
<b>15--hours</b>							
Foreign exchange markets- Features- participants- Interbank transactions- Interbank quotations- Interbank rates and arbitraging- Interbank dealings- cover deals- trading- funding of vostro account.							
<b>Unit:5</b>							
<b>13--hours</b>							
Exchange management by banks- Dealing position- exchange position- cash position- Accounting and reporting- Foreign exchange risk management- Measuring of Value At Risk (VAR).							
<b>Unit:6</b>							
<b>Contemporary Issues</b>							
<b>2 hours</b>							
Expert lectures, online seminars – webinars							
<b>Total Lecture hours</b>							
<b>75--hours</b>							

Course code			L	T	P	C
		<b>Business Application Software I</b>	4			2
<b>Pre-requisite</b>		<b>Basic knowledge in MS Word and MS Excel</b>	<b>Syllabus Version</b>	<b>2022-2023</b>		
<b>Course Objectives:</b>						
The main objectives of this course are to: Understand the basic framework and how to work in Ms-Word and Ms-Excel.						
<b>Expected Course Outcomes:</b>						
On the successful completion of the course, student will be able to:						
1	To know the basics on MS Word					K2
2	To study formatting features in MS Word					K2
3	To understand the concept of mail merge					K2
4	To gain knowledge on excel operations					K2
5	To acquire knowledge on Managing and Analyzing Complex Worksheet					K2
<b>K1</b> - Remember; <b>K2</b> - Understand; <b>K3</b> - Apply; <b>K4</b> - Analyze; <b>K5</b> - Evaluate; <b>K6</b> - Create						
<b>Unit:1</b>						<b>5--hours</b>
<b>Microsoft Word:</b> Basics - Creating Documents – Mouse, Keyboard Operations, Keys – Formatting Features–Menus, Commands, Toolbars and their Icons.						
<b>Unit:2</b>						<b>5--hours</b>
Creating Templates, Creating Tables, Changing Font and Text Size, Borders and Shadings, Text box, Formatting, Insert picture.						
<b>Unit:3</b>						<b>6 --hours</b>
Mail Merge - Creating the Main Document–Creating data source, Adding fields, removingfields–Merging Documents						
<b>Unit:4</b>						<b>6--hours</b>
<b>Microsoft Excel:</b> Introduction – Navigation, Selecting Cells, Entering and Editing Text, Entering Numbers and Formulas – Alignments – Menus, Commands.						
<b>Unit:5</b>						<b>6 --hours</b>
<b>Spreadsheet Overview</b> – Creating Worksheet- Managing and Analyzing Complex Worksheet–Creating Charts–Creating Form Templates.						

Course code		L	T	P	C
<b>Core- 8</b>	<b>Corporate Accounting I</b>	<b>4</b>			<b>4</b>
<b>Pre-requisite</b>	<b>Basic knowledge in company accounts</b>	<b>Syllabus Version</b>		2022-2023	
<b>Course Objectives:</b>					
The main objectives of this course are to:					
<ol style="list-style-type: none"> <li>To provide basic understanding about the accounts relating to shares and debentures</li> <li>To analyze the final accounts of companies</li> <li>To explore various methods for the valuation of goodwill</li> <li>To assist preparation of books of accounts during liquidation of companies</li> </ol>					
<b>Expected Course Outcomes:</b>					
On the successful completion of the course, student will be able to:					
1	Explaining about the basic provisions towards issue of shares in market				K2
2	Understanding the concepts of debenture and its accounting				K2
3	Analyze the companies final accounts and Managerial Remuneration				K4
4	Estimating methods of goodwill and shares				K5
5	Examine various procedures related to liquidation of companies				K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>					
<b>Unit:1</b>		<b>12--hours</b>			
Issue of shares : Par , Premium and Discount - Forfeiture - Reissue – Surrender of Shares – Underwriting					
<b>Unit:2</b>		<b>12--hours</b>			
Redemption of Preference Shares. Debentures – Issue – Redemption: Sinking Fund Method.					
<b>Unit:3</b>		<b>12--hours</b>			
Final Accounts of Companies - Calculation of Managerial Remuneration.					
<b>Unit:4</b>		<b>12--hours</b>			
Valuation of Goodwill and Shares – Need – Methods of valuation of Goodwill and Shares.					
<b>Unit:5</b>		<b>10--hours</b>			
Liquidation of Companies - Statement of Affairs -Deficiency a/c.					
<b>Unit:6</b>	<b>Contemporary Issues</b>	<b>2 hours</b>			
Expert lectures, online seminars – webinars					
<b>Total Lecture hours</b>				<b>60--hours</b>	

Course code	TITLE OF THE COURSE				L	T	P	C
Core – 10	<b>Business Taxation</b>				3			3
<b>Pre-requisite</b>	Basic knowledge in tax				<b>Syllabus Version</b>	2022-2023		
<b>Course Objectives:</b>								
The main objectives of this course are to:								
1. To understand and applicability of business taxes in India								
2. To understand the working of custom law in India								
3. To impart the necessity of GST in India								
4. To inculcate knowledge about the Input tax credit , returns and refunds								
5. To gain knowledge about the customs act								
<b>Expected Course Outcomes:</b>								
On the successful completion of the course, student will be able to:								
1	Recall the various concepts relating to indirect tax regime in India						K1	
2	Operate in GST platform						K4	
3	Identify exempted supply and calculate the value of supply						K2	
4	Prepare Input tax credit returns						K2	
5	Examine the custom law import and export procedure and related duties and taxes						K4	
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>								
<b>Unit:1</b>								
						<b>8--hours</b>		
Meaning of Tax and Taxation – Types of Tax – Direct and Indirect Taxes – Features – Problems – Merits and Limitations – Comparison of Direct and Indirect taxes – Constitutional Background of tax in India – Method of levying Indirect tax – Tax evasion and avoidance								
<b>Unit:2</b>								
						<b>9--hours</b>		
Goods and Services Tax in India – Introduction – Conceptual framework of GST – Need for GST – Advantage of GST – Features of GST – Subsuming of Taxes – GST Council : Structure and Functions								
<b>Unit:3</b>								
						<b>8--hours</b>		
Supply - Meaning – Taxable Supply – Types of Supply – Composite and mixed supply – Exempted supply – Time of supply of Goods and Services Place of Supply – Determinants of value of Supply – Transactions value – Valuation of services.								
<b>Unit:4</b>								
						<b>7--hours</b>		
Input for tax credit – Eligibility and condition – Apportionment of Credit and Blocked credit – ITC reversal – Input service distribution credit –Exempted products – Returns – Introduction - Types of Returns.								
<b>Unit:5</b>								
						<b>11--hours</b>		
Introduction to customs law in India: The Customs Act 1962 – The Customs Tariff Act 1975 – Basic concepts – Taxable event – Levy and Exemption from Customs duty - Methods of Valuation – Import and export procedure.								
<b>Unit:6</b>								
<b>Contemporary Issues</b>						<b>2 hours</b>		
Expert lectures, online seminars – webinars								
						<b>Total Lecture hours</b>		
						<b>45--hours</b>		



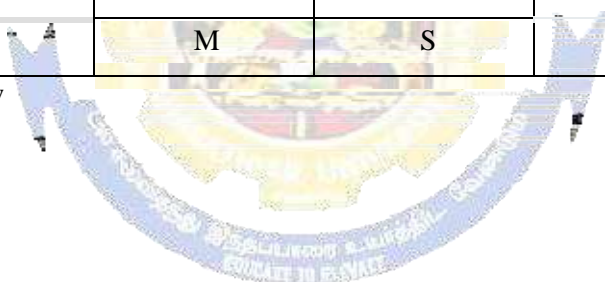
Course code		L	T	P	C
<b>Core- 11</b>	<b>Executive Business Communication</b>	<b>3</b>			<b>3</b>
<b>Pre-requisite</b>	<b>Basic knowledge in Business Communication</b>	<b>Syllabus Version</b>		2022-2023	
<b>Course Objectives:</b>					
The main objectives of this course are to:					
1. To provide information on effective business communication and techniques to respond to business queries.					
2. To provide knowledge about banking correspondence and company secretarial correspondence					
<b>Expected Course Outcomes:</b>					
On the successful completion of the course, student will be able to:					
1	Outline the importance of effective business communication				K2
2	Understand the intricacies of responding to business related queries				K2
3	Categorizing effective correspondence with banks, insurance and agencies				K3
4	Examine effective response to company secretarial correspondence				K4
5	Analyze new innovative and effective ideas for business communication				K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>					
<b>Unit:1</b>					
				<b>8--hours</b>	
Business Communication : Meaning – Importance of Effective Business Communication- Modern Communication Methods – Business Letters : Need – Functions - Kinds - Essentials of Effective Business Letters - Layout.					
<b>Unit:2</b>					
				<b>9--hours</b>	
Trade Enquiries - Orders and their Execution - Credit and Status Enquiries – Complaints and Adjustments - Collection Letters – Sales Letters – Circular Letters.					
<b>Unit:3</b>					
				<b>8--hours</b>	
Banking Correspondence - Insurance Correspondence - Agency Correspondence.					
<b>Unit:4</b>					
				<b>7--hours</b>	
Company Secretarial Correspondence (Includes Agenda, Minutes and Report Writing)					
<b>Unit:5</b>					
				<b>11--hours</b>	
Application Letters – Preparation of Resume - Interview: Meaning – Objectives and Techniques of various types of Interviews – Public Speech – Characteristics of a good speech – Business Report Presentations					
<b>Unit:6</b>					
<b>Contemporary Issues</b>				<b>2 hours</b>	
Expert lectures, online seminars – webinars					
				<b>Total Lecture hours</b>	
				<b>45--hours</b>	
<b>Text Book(s)</b>					
1	<b>Rajendra Pal Korahill</b> , “Essentials of Business Communication”, Sultan Chand & Sons, New Delhi, 2006.				
2	<b>Ramesh, MS, &amp; C. C Pattanshetti</b> , “Business Communication”, R.Chand&Co, New Delhi, 2003.				

Coursecode	TITLE OF THE COURSE			L	T	P	C
Allied Paper- I	<b>WORLD ECONOMIC RESOURCES</b>			<b>6</b>			<b>4</b>
<b>Pre-requisite</b>	Basic knowledge in economic resources			<b>Syllabus Version</b>	2022-2023		
<b>Course Objectives:</b>							
The main objectives of this course are to:							
5. Understand the basic concepts and importance of world resources.							
6. Impart knowledge on the geographical environment.							
7. Familiarize with agriculture and allied resources							
8. Apply the concepts of energy resources for economic development							
9. Identify the factors for location of industries.							
<b>Expected Course Outcomes:</b>							
On the successful completion of the course, student will be able to:							
1	Identify the importance of linkage between trade and resources.						K1
2	Exhibit the skills of the geographical environment.						K2
3	Evaluate the importance of natural regions and agricultural resources facilitating trade.						K2
4	Monitor the energy and mineral resources contribution towards global trade.						K3
5	Examine the setting up of manufacturing industries.						K4
<b>K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate;K6-Create</b>							
<b>Unit:1</b>							
<b>17--hours</b>							
Resources: Concept and importance in development - Dynamic character of world resources- Natural resources and Human resources - Interlink between resources and trade.							
<b>Unit:2</b>							
<b>18--hours</b>							
Geographical Environment- Physical environment: landforms, coastline, rivers, climate, soils, and natural vegetation. Human environment- Growth and distribution of population- races.							
<b>Unit:3</b>							
<b>17--hours</b>							
Natural regions: Wet equatorial regions- Monsoon regions – Mediterranean regions cool temperature region- Green lands- Polar regions.							
Agriculture and allied resources: Factors affecting agriculture- types of farming- food crops, industrial crops- cash crops- animal resources- fishery resources- forest resources - direct and indirect benefits of forests- types and distribution of world forests.							
<b>Unit:4</b>							
<b>18--hours</b>							
Energy Resources: Types of energy- energy and economic development- coal, petroleum, natural gas, electric power and atomic energy- need for conventional energy.							
Mineral Resources: Importance of minerals- classification- world distribution and trade in important minerals- Iron ore, Manganese, Copper, Aluminum, Mica.							
<b>Unit:5</b>							
<b>18--hours</b>							
Manufacturing Industries: Factors of location- Theories of industrial location distribution of cotton textile, iron and steel, automobile, ship building, aircraft, and electronics industries, software industry.							
<b>Unit:6</b>							
<b>Contemporary Issues</b>							
<b>2 hours</b>							
Expert lectures, online seminars – webinars							
<b>Total Lecture hours</b>							
<b>90 hours</b>							

<b>TextBook(s)</b>	
1	Economic Geography- A Resource Approach: Gune and Chattergi.
2	Economic and Commercial geography : Das Guptha
<b>ReferenceBooks</b>	
1	World Resources and Trade : Kanna and Gupta
2	World Resources : Zimmermen
3	World Resources and Trade : Agarwal and Monga
<b>RelatedOnlineContents[MOOC,SWAYAM, NPTEL, Websitesetc.]</b>	
1	
2	
4	
CourseDesigned By:	

<b>MappingCourseobjectivesand courseoutcomes</b>					
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>
<b>CO1</b>	S	S	M	M	M
<b>CO2</b>	S	S	M	M	M
<b>CO3</b>	S	M	S	M	M
<b>CO4</b>	S	S	M	M	M
<b>CO5</b>	S	M	S	M	M

\*S-Strong;M-Medium;L-Low



Coursecode	TITLE OF THE COURSE			L	T	P	C
Allied Paper II	<b>INTERNATIONAL TRADE PROCEDURES AND DOCUMENTATION</b>			6			4
<b>Pre-requisite</b>	Basic knowledge in Exports /Imports			<b>Syllabus Version</b>	2022-2023		
<b>Course Objectives:</b>							
The main objectives of this course are to:							
6. Understand the concepts of export trade control							
7. Familiarize the Inco terms							
8. Impart knowledge on export promotion in India							
9. Expose the exchange control regulations in International Trade							
10. Comprehend the export documents							
<b>Expected Course Outcomes:</b>							
On the successful completion of the course, student will be able to:							
1	Recall the various concepts relating to export trade control						K1
2	Analyze the Inco terms						K4
3	Apply the acquired knowledge to promote exports of India						K2
4	Assess the problems of India's EXIM trade.						K2
5	Prepare the export documents						K4
<b>K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate;K6-Create</b>							
<b>Unit:1</b>							
						<b>17--hours</b>	
Export Trade Control: Different categories of Exporters – Export licensing procedures and formalities – Export and Import Policy and Procedures – Preliminaries for doing export and import business - Pre-requisites: PAN Number, IEC Number, Application & Related documents for IEC, Role of DGFT.							
<b>Unit:2</b>							
						<b>18--hours</b>	
International commercial (INCO) terms - FOB, C & F, CIF etc- methods of payments, Customer complaints and Dispute settlement mechanism - Deemed exports and its benefits.							
<b>Unit:3</b>							
						<b>17-hours</b>	
Export promotion in India - Ministry of Commerce - Ministry of Finance - -Export promotion councils (EPCs) - Commodity Boards (CBs) - Development Authorities (DAs) - RCMC, other related procedures of registration, Categories of Importers, Different Custom Duties (Import), Customs administration and procedures – Clearance of Import cargo.							
<b>Unit:4</b>							
						<b>18--hours</b>	
Exchange Control Regulations: RBI Guide Lines for making payments, Authorized Dealers - Authorized Money Changers - FERA /FEMA - Trends in India's Export & Import - Problems of India's export and import trade.							
<b>Unit:5</b>							
						<b>18--hours</b>	
Export Documents: Export Order, Letter of Credit, Export Declaration Forms, Bill of Lading/Airway Bill, Shipping Bill, Certificate of Origin, Invoice, Packing list, GSP Certificate, Legalization of documents, Bank Certificate of Export & Realization.							
<b>Unit:6</b>							
<b>Contemporary Issues</b>						<b>2 hours</b>	
Expert lectures, online seminars – webinars							
<b>Total Lecture hours</b>						<b>90 hours</b>	

<b>TextBook(s)</b>	
1	Customs Law Manual, Centax Publications Pvt. Ltd., 2022 - Jain, R.K.
2	International Trade and Export Management- Cherunilam. F, 21 <sup>st</sup> Edition, Himalaya Publishing House, New Delhi, 2022
<b>ReferenceBooks</b>	
1	Ministry of Commerce and Industry, Hand Book of Procedures, Volume I and II GOI, New Delhi.
2	Guide to Export Policy, Procedures and Documentation - Mahajan
3	Business Logistics Management, PHI, 5 <sup>th</sup> Edition - Ballou. R. H.
4	International Trade, Pawan Kumar Oberroi, 2 <sup>nd</sup> Edition, Global Academic Publishers, New Delhi.
<b>RelatedOnlineContents[MOOC,SWAYAM, NPTEL, Websitesetc.]</b>	
1	
2	
4	
CourseDesigned By:	

<b>MappingCourseobjectivesand courseoutcomes</b>					
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>
<b>CO1</b>	S	S	M	M	M
<b>CO2</b>	S	M	M	S	M
<b>CO3</b>	S	M	S	M	M
<b>CO4</b>	S	S	S	M	M
<b>CO5</b>	S	S	M	M	M

\*S-Strong;M-Medium;L-Low

ELECTIVES III A: AGRICULTURAL EXPORT-IMPORT MANAGEMENT

Unit-I:

Introduction to agriculture forms of agriculture production need for import and Export analysis of marketable surplus and marketed surplus analysis of import and export statistics of agricultural products in India.

Unit-II:

Overview of world agricultural trade issues impacting International agricultural trade agricultural policy technology advancement on agricultural products

Unit-III:

Identifying agri products for import import requirements- causes substitution regulation of imports quality standards - scanning the countries for importing the required agri products - import planning - documents required,

Unit-IV:

Identifying foreign markets for agri export Marketing plan for exports - export documents and procedure - terms of payment and export finance- legal dimensions.

Unit-V:

Institutional infrastructure for export promotion in India export assistance State trading in imports and exports -working of the State trading organizations in India.

Reference Books

- 1.Business Environment - Shaikh Salcem
- 2.Export Import Documentation- Thomas E Johnson
- Global Agricultural Trade and Developing Countries - M.Atman Aksoy, John.C

ELECTIVE III B: AGRICULTURAL LOGISTICS AND SUPPLY CHAIN  
MANAGEMENT

Unit-I

Overview of logistics: introduction nature concepts evolution - importance - components and functions of logistics management; Introduction to supply chain management Value chain -Supply chain effectiveness and Indian infrastructure outsourcing and 3PLs and fourth party logistics(4PLs).

Unit-II:

Elements of logistics and supply chain management: demand forecasting functionsofinventory warehousing and distribution centres - transportation protective packaging - order processing material handling with special reference to agri products.

Unit-III

Performance measurement of logistics and supply chain management - dimensions-basic tools impediments to improved performance; Logistic and supply chain management in Indian agri industry like edible oil industry sugar industry -bakery and confectionary industry cereal and pulses industry

Unit-IV:

Issues in marketing and customer service with special reference to agri business: changing environment and the importance of CRM - Gap analysis for customer service management efficient customer response planning for uncertainty - product costing for uncertainty.

Unit-V:

Logistics & Supply chain management and Information technology in agri business from vertical integration to virtual integration, transiting from made -to -stock to build-to-order integrated IT solutions for L&SCM - emerging technologies in L & SCM.

Reference Books

1.Agri business Supply Chain Management-N.Chandrasekaran, G.Raghuram2. Food Supply Chain Management and logistics - Samir Dani

ELECTIVES III C: AGRICULTURAL AND FOOD RETAILING

**Unit-I:**

Fundamentals of retailing-unorganised vs. organised retail elements of retail marketing mix - SWOT analysis of retail industry in India Retail formats and classification of retailer's relationship between agriculture and food retailing.

**Unit-II:**

Retail marketing in the modern age; Importance of e-commerce business environment for c-retailing - the digital age and the new global culture for retailing with special reference to food retailing in local - national and global context

**Unit-II:**

Retail strategic planning and operations management - evaluating the competition in retailing market selection and location analysis - customer services and retail selling with special reference to agri business.

**Unit-IV:**

Retail merchandising, merchandise selection and planning - range planning – category management; retail pricing: strategies and techniques with special reference to food retailing.

**Unit-V**

Retail brand positioning, differentiation gaining strategic competitive advantage promotion of retail brand - retailing and creating right atmosphere -ambience and interior& exterior environment with special reference to food retailing.

**Reference Books**

1. Economics of Food Retailing-Daniel. I Padberg
2. Fresh food retail chains in India - Sukhpal singh
3. Transformation of Agri food systems - Ellen.B. MC.Cullough.