

<b>COURSE TITLE</b>	<b>INTERNATIONAL BUSINESS PROCEDURES</b>
<b>COURSE CODE</b>	<b>04IB0201</b>
<b>COURSE CREDITS</b>	<b>3</b>

**Course Outcomes:** After completion of this course, student will be able to:

- 1 Understand International Business from Indian Perspective
- 2 Comprehend the Risks involved in Cross border Trade and Mitigations
- 3 Understand and Evaluate the Relevance of documentation & Payment Options in International Trade

**Pre-requisite of course:**None

**Teaching and Examination Scheme**

<b>Theory Hours</b>	<b>Tutorial Hours</b>	<b>Practical Hours</b>	<b>ESE</b>	<b>IA</b>	<b>CSE</b>	<b>Viva</b>	<b>Term Work</b>
3	0	0	50	30	20	0	0

<b>Contents : Unit</b>	<b>Topics</b>	<b>Contact Hours</b>
1	<b>Global Business Scenario</b> Global Business Environment – Difference Between Domestic Trade and International Trade – International Trade: Perspective, risks and mitigations; Cultural Differences, Importance of Communication in International Business International Trade Perspective, risks and mitigations, Meaning of Cross Border Trade, Risks encountered while doing International Trade, Mitigations to these risks, various guidelines to be followed by Exporters & Importers	16
2	<b>Guidelines and Regulatory Institutions</b> DGFT & impact of Foreign Trade Policy on International Trade, Reserve Bank of India and FEMA guidelines for doing International Trade from India, ECGC & policies for Exporters, Export Promotions councils for different sectors, Relevance of International Chamber of Commerce & their guidelines for various Cross Border transactions, Role of FIEO	15
3	<b>EXIM Procedures</b> Export Import Documentation, INCO Terms, Export Import, procedures, Various Payment Methods and Important aspect pertaining to International Payments	14
<b>Total Hours</b>		<b>45</b>

**Textbook :**

- 1 International Business, V K Bhalla, Anmol Publications, 2018
- 2 International Business: Text and Cases, P. SubbaRao, Himalaya, 2001
- 3 Entrepreneurship Development and Small Business Enterprises, Purnima M Charantimath,, Pearson, 2018

**References:**

- 1 The International Business Environment, The International Business Environment, Anant K Sundaram and J Stewart Black, PHI New Delhi, 2012
- 2 International Business, International Business, Rakesh Mohan Joshi, Oxford, 2009
- 3 International Trade Finance, International Trade Finance, IIBF, IIBF, 2017

**Suggested Theory Distribution:**

The suggested theory distribution as per Bloom's taxonomy is as follows. This distribution serves as guidelines for teachers and students to achieve effective teaching-learning process

Distribution of Theory for course delivery and evaluation					
<b>Remember / Knowledge</b>	<b>Understand</b>	<b>Apply</b>	<b>Analyze</b>	<b>Evaluate</b>	<b>Higher order Thinking / Creative</b>
20.00	20.00	25.00	25.00	10.00	0.00

**Instructional Method:**

- 1 Theory