

COURSE TITLE	EXIM OPERATIONS & MANAGEMENT
COURSE CODE	04MB0389
COURSE CREDITS	4

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

- 1 Analyze the regulatory framework and key policies governing export-import operations at national and international levels.
- 2 Evaluate the documentation and procedural requirements for successful export and import transactions.
- 3 Apply logistics and supply chain management principles to enhance the efficiency of EXIM operations.
- 4 Identify emerging trends and challenges in global trade, assessing their impact on EXIM management strategies.
- 5 Develop comprehensive EXIM strategies for entering new markets, integrating risk management and sustainability practices.

Pre-requisite of course:NA

Teaching and Examination Scheme

Theory Hours	Tutorial Hours	Practical Hours	ESE	IA	CSE	Viva	Term Work
4	0	0	50	30	20	0	0

Contents : Unit	Topics	Contact Hours
1	Introduction to EXIM Operations Overview of EXIM Trade: Definition, significance, and global trade dynamics., Types of International Trade: Understanding export, import, re-export, and transit trade., Regulatory Framework: Key policies, regulations, and laws governing EXIM operations in India and internationally., Role of Government and Trade Organizations: Functions of institutions like DGFT, EXIM Bank, and customs authorities., Gravity model of Trade: Examines factors influencing trade between countries. Best Practice: Analyze trade volumes using World Bank or WTO data., Product Life Cycle Theory (Vernon): Explains how products evolve in international trade across different stages of their life cycle., Heckscher-Ohlin Theory: Offers a perspective on international trade based on a country's relative abundance of factors of production. Best Practice: Analyze the trade patterns between labor-abundant countries like India and capital-abundant ones like the US.	15

Contents : Unit	Topics	Contact Hours
2	<p>Export and Import Procedures Export Documentation: Essential documents required for export, including invoices, packing lists, and bills of lading., Import Documentation: Key documents for imports, including purchase orders, import licenses, and customs declarations., Customs Clearance Process: Steps involved in customs clearance for exports and imports., Payment Methods in International Trade: Overview of payment options such as letters of credit, documentary collections, and open account transactions., Transaction Cost Economics (Coase & Williamson): This theory helps understand the cost of conducting international transactions and how to minimize it.</p>	15
3	<p>Logistics and Supply Chain Management in EXIM Logistics Management: The complexities of logistics management, focusing on optimizing resources, reducing costs, and enhancing service delivery across the supply chain., International Shipping and Freight Forwarding: The intricacies of international shipping and freight forwarding, examining regulatory compliance, cost management, and efficient routing., Risk Management in EXIM Operations: Assess risk management strategies in export-import operations by identifying key risks, mitigation techniques, and their impact on trade effectiveness., Supply Chain Strategies: Examine various supply chain strategies by analyzing their alignment with organizational goals, competitive advantage, and adaptability in a dynamic global market.</p>	15
4	<p>Trends and Challenges in EXIM Management Overview of EXIM Management Trends: Analysis of regional trade agreements and their effects on EXIM policies. Critical comparison of traditional EXIM practices vs. digital advancements, Challenges in Regulatory Compliance and Policy Shifts: Analyze and address the complexities of compliance with international trade laws and regulations. Analysis of recent regulatory changes and designing a compliance strategy., Risk Management and Strategic Planning in EXIM: Develop strategies to mitigate risks and align with strategic objectives. Case-based problem-solving on mitigating political and market risks in a given scenario., Technological Advancements in EXIM Operations: Evaluate the impact of new technologies on EXIM operations and the skills required for future professionals. Design a CSR-driven EXIM strategy for a manufacturing company to enhance its global presence.</p>	15
Total Hours		60

Textbook :

- 1 Export-Import Management , Justin Paul, Rajiv Aserkar, Oxford University Press , 2020
- 2 Export Management, P.K. Khurana, Galgotia Publishing, 2018
- 3 Export Management, T.A.S. Balagopal, Himalaya Publishing, 2011

Textbook :

- 4 International Trade and Export Management, Francis Cherunilam, Himalaya Publishing, 2018

References:

- 1 Principles of Political Economy and Taxation, Principles of Political Economy and Taxation, David Ricardo, Dover Publications, 2004
- 2 International Business: Environments and Operations, International Business: Environments and Operations, John D. Daniels, Lee H. Radebaugh, Pearson Education, 2021

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					
Remember / Knowledge	Understand	Apply	Analyze	Evaluate	Higher order Thinking / Creative
10.00	10.00	20.00	20.00	20.00	20.00

Instructional Method:

- 1 PPT, Board work, Case study,