

CIRCULAR :

Attention of the Principals of the affiliated colleges in the faculty of Arts, Science and Commerce and Professor-cum-Director, Institute of Distance Education, is hereby invited to the office Circular No.UG/369 of 2005 dated 9<sup>th</sup> September, 2005, relating to the Diploma in Foreign Trade Management (Semesters III and IV) and they are hereby informed that the recommendation made by the Board of Studies in Commerce at its meeting held on 22<sup>nd</sup> July, 2005 has been accepted by the Academic Council at its meeting held on 6<sup>th</sup> August, 2005 vide item No.4.25 and in accordance therewith the syllabus for the Diploma in Foreign Trade Management (Semesters III and IV) as an Add-on course is instituted by the University from the academic year 2005-2006.

Further that the syllabus for the Diploma in Foreign Trade Management (Semesters III and IV) as an Add-on course is as per Appendix and that the same has been brought into force with effect from the academic year 2005-2006.

Mumbai 400 032  
30<sup>th</sup> September, 2005

*Halekar*  
for REGISTRAR.

To,

The Principals of the affiliated colleges in the faculty of Arts, Science and Commerce and Professor-cum-Director, Institute of Distance Education.

A.C.4.25/06.08.05

No.UG/ 409-A of 2005

30<sup>th</sup> September, 2005

Copy forwarded with compliments to the :-

- 1) the Deans, Faculty of Arts, Science and Commerce,
- 2) the Chairman, Board of Studies in Commerce.

*Halekar*  
for REGISTRAR.

Copy to :

The Director, Board of College and University Development, Deputy Registrar (Eligibility and Migration), the Director of students Welfare, the Personal Assistants to the Vice-Chancellor, the Pro-Vice-Chancellor, the Registrar and the Assistant Registrar Administrative sub-centre, Ratnagiri, for information.

The O.S.D. cum- Controller of Examinations (10 copies), the F. & A.O. (Accounts Section), Fort (2 copies), Record Section (5 copies), Publication Section (5 copies), D.R., Enrolment (2 copies), D.R. (Statistical Unit), D.R., Accounts Section, Vidyanagari, (2 copies), D.R. (Aff. Section) (2 copies), A.R., A.A. Unit (2 copies), He is requested to treat this as action taken report on the concerned resolution adopted by the Academic Council/Management Council referred to in the above Circular and that no separate A.T.R. will be sent in this connection. A.R., CONCOI. (1 copy), BUCTU (2 copies), In-charge, C.C.F. (1 copy), D.R., I.D.E. (10 copies), , D.R., P.R.O., (2 copies), Supdt., Thesis Section (2 copies), Supdt., P.G. Section (2 copies), BUCTU (1 copy), Secretary, MUASA (1 copy), Dy. Acctt. (Unit V) (1 copy), Receptionist (1 copy), Telephone Operator (1 copy).

Nsk/cir.1/290905

Ac on 6/8/05

**UNIVERSITY OF MUMBAI**

***Syllabus***

***for***

***Diploma in Foreign Trade  
Management***

***(Sem. III & Sem. IV)***

***(Add-on Course)***

***(with effect from the academic year 2005-2006.)***

# UNIVERSITY OF MUMBAI

## **Diploma in Foreign Trade Management** (Add on Course)

### **Year II**

#### SEM-III

Paper I	India's Foreign Trade
Paper II	Logistics & Supply Chain Management

#### SEM-IV

Paper I	International Finance
Paper II	International Institutions & Intellectual Property Rights

# DETAILED SYLLABUS

## SEMESTER III

### PAPER I

#### INDIA'S FOREIGN TRADE

Objectives : To familiarize the students with the position of India's foreign trade, import-export policy and various promotion measures adopted by the Government

- Structural changes in India's foreign trade since the nineties -- growth trends, composition and direction.
- India's balance payments since the nineties with emphasis on the role of invisible
- Assessment of Prospects – products and markets
- India's Trade agreements
- Salient features of India's export-import policy (2002-07) as amended upto 31.03.03)
  - promotional measures – Duty exemptions
  - Remission scheme – Export promotion
  - Capital goods scheme – EOU's
  - EHTPs, STPS – Special Economic Zones and Deemed Exports
- Institutional set up for export promotion
- State trading in India
- Sources and analysis of foreign trade statistics
- A project on any emerging issue in foreign trade followed by a presentation or viva.
- Mandatory on-job training and a project on the job experience followed by viva. The students are jointly evaluated by the company faculty.



## BOOKS FOR REFERENCE

1) Bharadwaj.R., Structural Basis of India's Foreign Trade  
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1) Bharadwaj.R., Structural Basis of India's Foreign Trade

2) Bhagwati J.N. & Desai P.,m India : Planning for Industrialisation & Trade policies  
1951

3) Nayyar. D. India's Exports & Exports Policies in 1960's

4 Margit S. Raychandhuri A India's Exports

5) GOI, Economic Survey

6)RBI, Reports on Currency & Finance

7)GOI, Ministry of Commerce & Industry, Export & Import Policy

8) Institute of Company Secretaries of India, W.T.O, International Trade, J.V. & Foreign  
Collaborations

### SEMESTER III

#### PAPER II

#### LOGISTICS & SUPPLY CHAIN MANAGEMENT

- a) Modern Physical distribution or logistics management
- b) Inventory and wares house Management
- c) Road Transport
- d) Transport (Rail, Air, Seaways) and containerization
- e) Retailing - New Trends
- f) Personal Selling & Sales Forecasting
- g) Sales force (Size, organization, training, motivation, compensation & evaluation)
- h) Controlling sales effort & current issues in Sales Management

#### REFERENCE BOOKS

- 1) Principles of Marketing - Kotter & Armstrong
- 2) Global marketing Management - Warron j. Keegan
- 3) Sales Management - Still, Cundiff & Govani
- 4) Sales Management - Joseph P. Vaccaro
- 5) Fundamentals of Marketing - Stanon, Etzel & Walker
- 6) Sales Management - Mawfin A. Jalson

## SEMESTER IV

### PAPER I

### INTERNATIONAL FINANCE

- 1) BOP: Meaning, Components, Importance.
- 2) International Monetary System: Exchange rate regimes. IMF Objectives & Working, Problem of Adjustment, European Monetary System.
- 3) Foreign Exchange Market: Structure of Foreign Exchange Market- Type of Transactions- Exchange rate quotations & arbitrage, Interrelationship between Exchange and Interest rates.
- 4) International Financial Markets: Euro Currency Markets, Euro Credit & Euro Bond Markets- Major Financial Instruments.
- 5) International Equity Markets: Equity Markets of Developing Countries – Direct Foreign Investments.
- 6) Multilateral Financial Investments: World Bank, IDA, IFC & MIGA.
- 7) Exposure & risk in International Finance: Nature of Exposure & risk, Exposure & risk because of changes in Exchange rates & Interest rates, Hedging, Speculation & Management of Exposure & risk, Techniques & Tools & Swaps, Option & futures.

#### Reference

- 1) Cherunilam F – International Finance
- 2) Tata Mcgraw Hill – International Finance
- 3) Ward Richard – International Finance
- 4) Jain, P.K. – International Finance
- 5) Rajwade A.V. – Foreign Exchange International Finance

SEMESTER IV

PAPER II

INTERNATIONAL INSTITUTIONS & INTELLECTUAL PROPERTY RIGHTS

A) INTERNATIONAL INSTITUTIONS

- a) International Liquidity - Meaning, Plans to tackle International Liquidity problem
- b) Asian Development Bank - Objectives, Membership & Management, Functions, Critical Evaluation
- c) International Monetary Fund - Meaning, Objectives, Management of Funds, Organization & Management, Functions, Achievements, Critical Evaluation
- d) International Finance Corporation - Establishment, Objectives, Capital Resources, Membership & Management, Operational Functions & Activities, Critical Evaluation.
- e) World Bank : Meaning, Objective, Functions & Operational activities, Membership, Critical Evaluation.
- f) International Development Association : Meaning, Objectives



## B) INTELLECTUAL PROPERTY RIGHTS

- 1) Concept of Intellectual Property  
(Kinds of Intellectual Property, Meaning of Industrial Property)
- 2) Intellectual Property Laws (Patent, Trademark, copyright, design)
- 3) New Technology (Innovation) & Copyright
- 4) Protect ability of Intellectual Property
- 5) Protecting Inventions
- 6) Invention & Patent System
- 7) Patentability of an invention
- 8) Indian Intellectual Property Laws
- 9) Problem of Jurisdiction
- 10) Intellectual Property Rights & European Community
- 11) Intellectual Property on International Stage

## REFERENCE BOOKS

- 1) Cyber Laws - Krishna Kumar
- 2) Satyawarat Ponkshe - Management of Intellectual Property
- 3) W.R. Canish - Intellectual Property : Patents, Trademarks & Allied Rights