

5611 – FOREIGN TRADE MANAGEMENT									
Teaching Schedule Per Week			Progressive Assessment	Examination Schedule (Marks)					
Lectures	Practical	Credits		Theory		Practical Ex.		Total	
4	-	4	25	3Hrs.	100	-	-	125	
Pre-requisite		Source	Semester	Theory	Test	Total	TW	PR	Gr.Total
		MOP		75	25	100	25	-	125

OBJECTIVES: 1. To equip the students with both, theoretical and practical knowledge of foreign exchange transactions, foreign trade finance and other relevant issues. 2. To provide adequate knowledge and understanding of above issues to pursue a successful career in the foreign exchange and trade line.

COURSE CONTENT		Hrs	Mks
<b>1. BALANCE OF PAYMENT</b> Main items, Methods of payment used in foreign trade, Causes of imbalances, Methods correcting Imbalances, Devaluation.		13	20
<b>2. FOREIGN EXCHANGE TRANSACTIONS</b> Foreign exchange market, Supply and Demand, Sale and Purchase, Spot & forward transactions, NOSTRO, VASTRO LORO Accounts, rate of Exchange, Basic short and long rate, spot and forward rates, fixed and floating rates, Foreign exchange, Arithmetic & Arbitrage.		13	20
<b>3. EXCHANGE CONTROL</b> Present policy, Prescribed methods of payment, Foreign currency accounts, Non Resident rupee accounts. Blocked Accounts.		13	20
<b>4. EXPORT CREDIT</b> Documentary letter of credit, Deferred payment guarantees Packing credit, Export credit, Full set of shipment documents, Bills of exchange, Bills of lading, Marine Insurance Policy, Invoice and Certificates, types of contracts, ECGCI, EXIM Bank		12	20
<b>5. INTERNATIONAL INSTITUTIONS</b> International Monetary fund, Special Drawing Rights, World Bank, W.T.O. & GATT, EURO Monetary Unit.		64	100
<b>Total</b>			

NOTES:- 1. Only short answer type questions shall be asked with no individual questions above 8-10 marks. 2. Adequate internal choice shall have to be provided.

#### REFERENCE BOOKS

1. Ellsworth, P.T., "The International economy" (Collin MacMillan).
2. Whiting, D.P., "Finance of International trade" (M&E).
3. Weisweiler, Ruby, "Introduction to foreign exchange" (Woodhead),
4. Kenen, peter, "The International Economy" (PHI),
5. Berkley, Adrian, "The Essence of Int. Money" (PHI),
6. Chowdhary, B.K. "Finance of Foreign Trade & Foreign exchange" (HIMALAYA),
7. Vergheese, S. K., "Foreign Exchange and Financing of Foreign trade" (VIKAS),
8. Andley, A.K., "Foreign exchange and Foreign Trade" (SULTAN).

