



**Savitribai Phule Pune University**  
**School of Open Learning**  
(Distance Education Program)  
**Master of Business Administration**  
(M.B.A.-Distance)

<b>Import Export Documentation and Procedures</b>
<b>SEM-III, IB MJ-32</b>

**Unit 1:** Significance of procedures and documentation in international trade; procedures and documentation as trade barriers; WTO provisions; Aligned Documentation System (ADS); official machinery for trade procedures and documentation; ITC(HS) classification System; INCOTERMS; nature of export/trading houses.

**Unit 2:** Export order processing; export contract; export price quotations; shipping and custom clearance of export and import cargo; main export and import documents; Role of forwarding agents; cargo insurance and claim procedure.

**Unit 3:** Methods of payment in international trade; documentary collection of export bills; UCPDC guidelines; realization of export proceeds – provisions of RBI's Exchange Control Manual; pre-shipment and post-shipment finance; role of EXIM bank and ECGC in India.

**Unit 4:** Major export promotion schemes in India – EPCGS, duty exemption scheme; DEPB scheme; SIL; facility for deemed exports; Export promoting institution's – role of export promotion councils, commodity boards and ITPO.

**Unit 5:** Regulations for International Trade: Major laws governing India's export import trade- Foreign Trade (Development & Regulation) Act, Pre-shipment Inspection & Quality Control Act, 1963 & Customs Act, 1962; Foreign Exchange Management Act, 2000



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<b>Cross Cultural Management and Global Leadership</b>
<b>SEM-III, IB MJ-33</b>

**Unit 1:** Frameworks of cross cultural management- Cultural shock and acculturation- Cross- cultural training Determinants of Culture Cultural dimensions in the business context. The influence of National Culture on business culture. Business Cultures: East and West

**Unit 2:** Managing multicultural teams- Cultural negotiations- Global leadership and motivational Issues-Cultural differences in ethics and decision making Business communication across cultures. Barriers to intercultural communication Negotiating Internationally.

**Unit 3:** Conflicts and cultural difference – Understanding and dealing with conflicts Developing Intercultural relationships.

**Unit 4:** Concept of Leadership, Styles of Leadership, Trait Approach, Contingency Leadership Approach, Contemporary leadership, Meaning and significance of contemporary leadership, Concept of transformational leadership, Contemporary issues in leadership, Contemporary theories of leadership, Success stories of today's Global and Indian leaders.



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<b>International Banking and Foreign Exchange Management</b>
<b>SEM-III, IB MN-34</b>

**Unit 1:** International Banking: Global trends and developments in International Banking International Financial Centres, Offshore Banking Units, SEZs-International Financial Institutions: IMF; IBRD, BIS, IFC, ADB- Legal and Regulatory aspects of international banking. Operations of Indian Banks abroad

**Unit 2 :** Fundamental principles of lending to MNCs; International Credit Policy Agencies and Global Capital Markets; Methods of raising equity and debt resources through ECBS, ADRs/GDRs, ECCBS and other types of Bonds, etc in international markets;

**Unit 3:** Foreign Exchange Markets: Forecasting Exchange Rates, Fundamental Factors affecting Exchange Rates, Time Series Forecasting Models Functions of Foreign exchange market. Role of participants in foreign exchange market. Foreign exchange Management Act 1999, Role of Reserve Bank of India in Management of foreign exchange. Exchange Rates Spot rate, Forward rate, Cross Rates, Types of exchange rate regimes.

**Unit 4:** Parity relations, Purchasing power parity, interest parity, exchange risk, types of exchange risk, Management of exchange risk. Hedging, Internal & External techniques of heading. Currency futures and options, Currency swaps. Speculation in foreign exchange market. Currency arbitrage. Covered interest arbitrage

**Unit 5:** International Financial Reporting Standards (I.F.R.S) and Indian Accounting Standards (I.A.S) on foreign transactions.



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<b>Global Competitiveness, Value Chains and Alliances</b>
<b>SEM-III, IB MN-35</b>

**Unit 1:** Global Competitiveness: An Overview – Macroeconomic and Business Strategy Perspective, Framework for Assessing Competitiveness – Various Approaches; International and National Competitiveness Studies.

**Unit 2:** Developing Competitiveness – Role of Quality and Productivity in Achieving World Class Competitiveness - Role of Government Policy - Attaining Competitiveness through Integrated Process Management, Technology and Innovation - Human Capital and Competitiveness - Role of Information Systems in Building Competitiveness - Industrial Clusters and Business Development - Strategic Management of Technology and Innovation.

**Unit 3:** Global Competitiveness of Indian Industry – Status; Causes for lack of competitiveness - Strategic Options for Building Competitiveness.

**Unit 4:** Joint Ventures and other forms of Strategic Alliance-Benefits and Scope of Strategic Alliance – Forms of management/ ownership – Types of Alliance – Steps in implementing Strategic Alliance – Limitations and Pitfalls of Strategic Alliance Internationalization of Indian Business.



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<b>Global Trade and Logistics Management</b>
<b>SEM-IV, IB MJ-42</b>

- 1. Introduction to Global Logistics:** International Logistics Development, International Trade Logistics Chain, Shipper's Logistics Requirements in trade, 7R's of Logistics Management, 5 P's of Logistics, International Commercial Terms – Use of Incoterms in a Contract, Incoterms Laws. Logistics and Documentation: Consular Invoice, Commercial Invoice, Certificate of Origin, certificate of Value, Bill of Lading, Cargo Manifest or Packing List, Health Certificate, Import license, Insurance Certificate, Export, Declaration Forms.
- 2. Air Cargo:** Transportation of goods through Air, Transportation Infrastructure, World Air Cargo growth, Benefits of Airfreight, Airport classification, International Airports of India, Types of Aircraft, Unit loading devices, Airport Charges, International Country Codes. Carriage of Goods by Land: Merits and Demerits of Railway Transportation, Railway Freight rates. Carriage of Goods by Sea & Ocean Freight & Freight Calculations: Ocean Shipping Methods, Ocean Freight or Tariff rates, Freight rates terminology used in international shipments, Freight surcharges, Freight Rebates, Conference Discounts, Contract Shippers, Weight or Measure in the Freight Cost Calculation, Freight Adjustments – Currency Adjustment Factor (CAF), Bunker Adjustment Factor (BAF). Types of Ships
- 3. Shipping Formalities:** Booking Shipping Space, Conference Shipping, Non-conference Shipping, Charter Shipping, Charter Party, Shipping Storage, Ocean Shipping procedure. 3.2 Shipping Intermediaries: Function and Roles of Custom Brokers, Freight Forwarders and Consolidators, Shipping Agents, Stevedores.
- 4. Major Ports in India:** Present Policy, Privatization Policy, Indian Port Policy Reform, Major Ports in India – Chennai, Cochin, Ennore, JNPT, Kandla, Mormugao, Mumbai, Paradip, NMPT, Pipavav,

Tuticorin, Visakapatnam. Important Sea Routes: Northern Sea route, North Atlantic Route, Mediterranean Route, Panama Route, Baltic Sea Route, Indian Ocean route, Cape Route, South Atlantic Route, North Pacific Route. International Chamber of Shipping World's Major Ports: Major Ports and Port codes, Seaports of the world.

- 5. Containerization:** Origin of containerization, Origin of TEU, Container sizes - dimensions and capacity, Container Flavours, Swap Bodies, Other considerations, Registration, Container Classification numbers, Lift/Stacking fittings, Movement of containers, Container Classification – General Cargo service, Specific cargo service, Unit Load Device, Rating – Tare Mass and Pay load of Containers, Marking and Identification of Containers. Benefits of containerization. Inland Container Depots & Container Freight Stations.



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<b>International Business and Employment Laws</b>
<b>SEM-IV, IB MJ-43</b>

- 1. Legal Framework of International Business:** Nature and complexities; International conventions and trade law; Code and common laws and their implications to business; International Business contract – Legal provisions; Payment terms; International sales agreements; Rights and duties of agents and distributors. Contract of Enforcement and Dispute Settlement; International Commercial Arbitration and Enforcement of Foreign Awards. Basic principles and charter of GATT/WTO; GATT/WTO, Implications of WTO to important sector – GATS, TRIP and TRIMs.
- 2. FERA/FEMA, Taxation of foreign income**
- 3. Competition Law:** National and International Dimensions. Consumer Law: National and International Dimensions. Electronic Commerce: Regulatory Framework
- 4. Regulations and Treaties:** Relating to Licensing, Franchising, Joint Ventures, Patents and Trade Marks, Technology Transfer and Telecommunications; Restrictions on trade in endangered species and other commodities as based on international conventions; Taxations Treaties.



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<b>New Venture Creation and Start-ups</b>
<b>SEM-IV, IB MN-44</b>

- 1. Concept and Definitions:** Entrepreneur & Entrepreneurship, Entrepreneurship and Economic Development; A Typology of Entrepreneurs; The Entrepreneur's Role, Task and Personality - Entrepreneurial Skills: creativity, problem solving, decision making, communication, leadership quality.
- 2. Factor Affecting Entrepreneurial Growth:** Economic, Non-Economic Factors, Entrepreneur; Manager Vs. Entrepreneur, The Early Career Dilemmas of an Entrepreneur, Defining Survival and Success, Entrepreneurship as a Style of Management, The Entrepreneurial Venture and the Entrepreneurial Organization. Entrepreneurial Process- Deciding – Developing – Moving – Managing – Recognizing.
- 3. Opportunity / Identification and Product Selection:** Entrepreneurial Opportunity Search and Identification; Product Selection: Criteria to Select a Product, Conducting Feasibility Studies: Project Finalization; Sources of Information. Entry strategies: New product, Franchising, Partial Momentum, Sponsorship and Acquisition. Intellectual Property: Creation and Protection.
- 4. Project Appraisal:** Economic viability and market feasibility, requirements of financial institutions.
- 5. Export & Import Process:** Special Economic Zones, Export Oriented Undertakings- Meanings, Benefits.





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<b>International Relations Management</b>
<b>SEM-IV, IB MN-45</b>

- 1. Historical Context:** The Historical Context of International Relations - The Pre-Westphalian World, The Westphalian System, World Wars I & II & the Cold War. Role of the US - The New World Disorder & the Emerging New World Order. The European Union: Role in Global Security & Business.
- 2. New World Order:** New World Order. The Shift of Balance of Power to Asia, Strategic Alignments in Asia: Convergence of Democracy and Emergence of the Asian bloc, Role of Australia, Resurgent Japan.
- 3. India's Security in its Areas of Strategic Interest:** The Rise of China & its Implications for Asia, The Taiwan Issue, The Myth of China's Miracle, The Bamboo Network.
- 4. The Indian Ocean & India's Maritime Strategy, Pakistan:** Future Portents; Democracy & Role of the Military, Terrorism: An International & National Scourge.
- 5. India's Interaction in Africa:** Exploiting an Untapped Market & Seeking Resources, India & West Asia: Transfer of Wealth & the Politics of Oil, Energy Security: Oil, Gas & the Nuclear Deal, Iran & Central Asia- Energy & Allies, Iran as a Nuclear State.