

EC : 604 : Export Management : Part-II (Elective Course)

Theory : Credit : 4 (100%)

Total Marks : 100

Unit	Topics Covered	Wt.
1.	Export Finance & Payments – Export Credit – Financing Foreign receivables –FEMA- advances against collection – discounting trade acceptance – Institutional Support for export finance in India – RBI guidelines- trade control - ECGC guide lines –Foreign Exchange Dealing Association of India –stages of export finance – new schemes for export finance – rediscounting export bills – options for exporters – forfeiting and factoring – RBI guidelines.	(20%)
2.	Export costing: cost concepts – marginal, fixed, total, relevance of variable cost for exports – duty draw back, DEPB, concessional customer tariffs, terminal excise duties, sales tax – deemed export and its benefits.	(20%)
3.	Terms of payment – Advance payment, Document against payments, Documents against acceptance, Letter of credit – In co-terms : Ex-works/FOB/CFR/CIF/CIFC - Cost sheet for exports (Elements)/Freight Calculation/ Insurance premium Calculation. Terms of Payment – Advance payment, Documents against Payments, Documents against acceptance, Letter of Credit, Examples of working out quotations taking all incentives including profit margin/ overseas commission.	(20%)
4.	Pre shipment finance – Packing credit - advance against incentives, Discounting of documents, interest rate structure – Full convertibility – Financial institutions – Commercial bank, Exim bank – Exchange rate mechanism – Forward exchange cover.	(20%)
5.	Post shipment Finance – post shipment credit – Negotiation of Export documents Under letters of credit Purchase/Discount of foreign bills – Advance against bills sent on collection – Advance against Goods Sent on Consignment – Advance against Export Incentives – Advance against undrawn Balances –Advance against Retention Money – Post-shipment Export Credit Guarantee and Export Finance Guarantee – Post-shipment Credit in Foreign Currency.	(20%)

Reference Books:

- *New Export Import Policy – Nabhi's publications*
- *Export Marketing –Francis Cherunilam*
- *Export Management –T.A.SBalagopal*
- *Export Import Procedure - Documentation andLogistics -C.Ramagopal*
- *Export Marketing -B.S.Rathor & J.S.Rathor*
- *International Marketing : M.L. Varma&Agarwal*
- *Export Import Finance : Parasram*
- *International Finance : Maurice D.Levi*