**SMI – 2305 EXPORT AND IMPORT** **– POLICIES AND PROCEDURES**

**Objective:**

The objective of this paper is to get a clear understanding of India’s Foreign Trade policy, Documentation, Registration, Pricing, Payment and Sale Terms, Financing, Insurance, Methods of Entry, Processing of an Export Order.

**Module – I**

International Trade-Reasons, Features, Benefits, Advantages. Registration Formalities, Types of Exporters-Manufacturer\Merchant Exporter. Methods of entry into foreign market.

**Module – 2**

Documentation – A.D.S-commercial and Regulatory Documents viz L\C, B\L, Shipping Bill, invoice, Pricing-Factors, Objectives, Strategies. Payment Terms-L\C, D\A, D\P. Sale Terms F.O.B, C.I.F, C&F. Financing-Pre-Shipment and post shipment. Insurance-Marine, Credit, Exchange Rate. Calcuation of FOB, CIF and C&F Prices.

**Module – 3**

F.T.P (Latest)- Highlights. Export incentives, Schemes, Assistance viz EPCG, FMS, FPS, MDA, DBK, Institutional Frame Work – Export Promotion Organization viz EPC, CB, DGFT, FIEO, ICA.

**Module – 4**

Processing of an Export Order. Quality Control, Pre-Shipment Inspection, INCOTERMS. Realizing Payment of Export Proceeds, Negotiation of Documents CHA, SEZ, EOU, Deemed Exports.

**Module -5**

Imports – Preliminaries, Procedures, Policies, Prohibited\Negative\Centralized List. Documentation-Bill of Entry, Customs Formalities, Categories of Importers, Retirement of Import Documents. Excise Formalities.

Trading Blocs, Tariff and Non-Tariff Barriers, European Union, NAFTA.

**SUGGESTED READINGS:**

1. Government of India : Export-Import Policy
2. Dr.Khushpat S, Jain-Export Import Procedures and Documentation-Himalaya Publishing House.
3. T.A.S. Balagopal – Export Management – Himalaya P.H.
4. Dr.Francis Cherunilam – International Marketing (Text and Cases) – Himalaya P.H
5. Paras Ram – Export – what where and How-Anupam Publishers.