

Department of Applied Business
Economics
Faculty of Commerce
Dayalbagh Educational Institute
(Deemed to be University)
Dayalbagh Agra

Major Resolutions

- **Department should start Specialized Post Graduate courses named as M. Com in Foreign Trade and another in Entrepreneurship from session 2022 - 23 (at least one PG) and asked to organized workshop to prepare detailed syllabus of it. (App.2)**
- The external experts suggested formulating the syllabus as per the proposals of NEP - 2020.

M.Com (FTM)

- "Export or Perish" is the old saying highlighting the importance of export business as it brings foreign currency which finally makes the country economically self sufficient / economic leader of the world.
- Trained persons in the areas of international business and export-import management are needed in both public as well as private sector organizations for ensuring higher productivity and total quality management viewing the competitive environment of international business.

Master of Commerce with specialization in
Foreign Trade Management
In Department of Applied Business Economics,
Faculty of Commerce, DEI

Objective of this program

The 4 Semesters Master of Commerce (M.Com.) in Foreign Trade Management, to be awarded by Department of Applied Business Economics, Faculty of Commerce, Dayalbagh Educational Institute (Deemed to be University), has been designed for meeting the demand of the specialized personnel in the fields of:

- Global Business Environment
- Export and Import Regulatory Framework in India
- Export Marketing Management
- Export and Import Documentation,
- International Logistics & Supply Chain Management,
- Financing of Foreign Trade
- Foreign Investment

Eligibility

Graduate in any stream with a minimum score of 55 % or equivalent grade from a recognized University

Duration

4 Semesters (As per Institute rules)

In-take of Students

20 + As per Institute rules

Career opportunities after M.Com. (FTM)

- "The aspirants on successful completion of M.Com. (FTM) an opportunity to work at Multinational firms which have a global presence for their products and services.
- To name a few these are TATA group, Reliance, Dabur, Nestle, P&G, Unilever have a lot of scope for aspirants because of their global operations.
- This course will also open the opportunity to set up own export-import business, manage ongoing family run international business, start consultancy services in area of foreign trade – export marketing, C&F, Taxation

Full-Form	Masters of Commerce in Foreign Trade Management in Department of Applied Business Economics, F/ Commerce
Course Level	Post-Graduate
Duration	4 Semesters - As per institute Policy
Type of Examination	As per Institute Policy - Semester wise
Eligibility	Graduate in any stream with a minimum score of 55% or equivalent grade from a recognized University
Intake & Admission	20 From Entrance Exam + As per institute rules
Course Fees	As per institute rules
Avg. starting salaries (PA)	INR 3,60,000 to INR 4,80,000
Top Recruiting areas	Export and Import Industry, Custom Houses, Trade Associations , International Business Houses, Financial Advisory, Government and Private sector banks & Insurance Cos; Aviation and Transport agencies, Clearing & Forwarding , Commercial officers in Embassies Universities and college.
Job Positions	Foreign Business Analyst, International Market Analyst, Manager for Foreign Trade operations, Supply chain manager, Export Manager, Market Research Executive, Foreign Trade Analyst, Professor/ Lecturer, Entrepreneurs In Export / Clearing & Forwarding Houses Consultancy in Export management / Marketing

Annexure B

Department of Applied Business Economics
Faculty of Commerce
Dayalbagh Educational Institute (Deemed to be University) Dayalbagh Agra

Minutes of Meeting of Board of Studies -2022

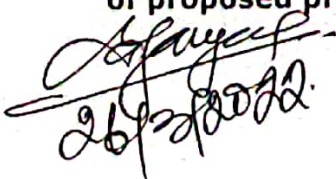
The Meeting of the Board of Studies was held on 26th March 2022 at 11 AM on Google meet.
The followings were present:

- | | |
|------------------------------|--|
| 1. Prof. Vijay Kumar Gangal, | Head of Department, Chairman |
| 2. Prof. M.I.Haq | Prof. Dept. Of Management, AMU Aligarh |
| 3. Prof Manas Pandey | Head, Dept of Business Economics, VBSPU, Jaunpur |
| 4. Prof. S. P. Saxena | Internal Member |
| 5. Dr. S.Mani | Internal Member |
| 6. Dr. Bhawna Johri | Internal Member |
| 7. Dr. Anisha Satsangi | Internal Member |
| 8. Dr. Suneshwer Prasad | Internal Member |

The members discussed the syllabi of the courses offered by the department in its different programs and the structure & detail syllabus of M. Com with specialization in Foreign Trade Management. During the meeting, the house resolved that:

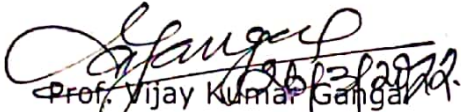
- 1. Department should start Specialized Post Graduate courses named as M. Com in Foreign Trade from session 2022 -23 and approved the minutes of a workshop held on 15th March 2022 and structure and details syllabus finalized in the workshop. (See. Appendixes 1 & 2).**
2. Department proposes to introduce the new programs – as per the provision of the NEP 2020 also, based on multiple exits and entry – named as:
 - 4 Year undergraduate Program named B. Com with specialization in foreign trade Management as per the provision of the NEP 2020,
 - 6 Month Certificate course with specialization in foreign trade Management,
 - 1 year Post Graduate Diploma with specialization in foreign trade Management, and
 - Integrated M. Com with specialization in foreign trade Management

During the discussion, the external experts hailed the proposals, and everyone realized the importance of these programs for the growth and expansion of the department for the future. **It was resolved by a consensus that the above-stated programs should be launched from the academics session 2022-2023 onwards. The duly approved modus operandi for the implementation of proposed programs is mentioned in Appendix 3.**


26/3/2022

3. The members reviewed and updated the list of external experts for (theory and seminar) examination.
4. A few minor corrections of typographic errors were also suggested in some other courses which have been duly incorporated.
5. The course teachers were requested to update the suggested readings. It was also requested to include possible Hindi medium books in each course.

Meeting ended with thanks to the chair.


Prof. Vijay Kumar Gangar
Chairman

Enclosed: Appendix 1 - Minutes of Workshop
Appendix 2 - Structure and Details Syllabus of M. Com -FTM
Appendix 3 - Modus operandi for the implementation of proposed programs

Department of Applied Business Economics
Faculty of Commerce
Dayalbagh Educational Institute (Deemed to be University) Agra
(Accredited A+ By NAAC)

Minutes of Online Workshop conducted to finalize the structure and detailed syllabus of Proposed Post Graduate Program – Master of Commerce with specialization in Foreign Trade Management, from the academic session 2022-23 onward

The online workshop was held on **15th March 2022 at 4:30 PM on Google meet.**
The following participated in this workshop:

- | | |
|--------------------------|---|
| 1. Prof. M.I.Haque | Faculty of Management, AMU |
| 2. Prof. R.M. Joshi | Dean Academics, IIFT, New Delhi |
| 3. Prof. S. P. Saxena, | Department of Applied Business Eco., FOC, DEI |
| 4. Prof. Shalini Dubey, | Department of Applied Business Eco., FOC, DEI |
| 5. Dr. Suneshwer Prasad | Department of Applied Business Eco., FOC, DEI |
| 6. Dr. S. Mani | Department of Applied Business Eco., FOC, DEI |
| 7. Prof. Nidhi Sharma | Department of Accountancy & Law, FOC, DEI |
| 8. Prof. Pammi Dua | Director, DSE, Uni. Of Delhi – Sent comments |
| 9. Prof. Umesh Holani | Jiwaji Uni. Gwalior - Sent comments |
| 10. Prof. N.K. Bishnoi | Dean, Humanities, GJUST Hisar - Sent comments |
| 11. Mr. Rajiv Sinha | Ex. CMD, SRF Delhi- Sent comments |
| 12. Mr. Avnish Kaushal | Owner, Kaushal Exporters. Agra Sent comments |
| 13. Prof. Sanjay Bhushan | Dept. of Management, FOSS, DEI |
| 14. Dr. Jaspreet Kaur | Dept. of Management, FOSS, DEI |
| 15. Dr. Sunita Malhotra | Dept. of Management, FOSS, DEI |
| 16. Prof. Jyoti Gogia | Dept. of Economics, FOSS, DEI |
| 17. Dr. Resham Chopra | Dept. of Economics, FOSS, DEI |
| 18. Prof. V.K. Gangal, | Head of Department, Convener |


The members discussed the syllabi of the courses offered by the department in its different programs in depth.

1. The convener of the workshop welcomed and introduced the participants. In his short address convener emphasized the need for a Postgraduate program with a specialization in Foreign Trade Management based on multiple exits & CBCS and read out the comments of the distinguished experts. Comments of the members are given in appendix No.1.
2. Mr. Sinha in his comprehensive comments suggested introducing one paper on foreign language in the first semester (Pl. see ABP/FTM/106). He further suggested including the government policies and schemes meant for MSME and service sector in the syllabus especially. (Pl. See ABP/FTM/102, unit 1 & 4).
3. Prof. Haque talked about the presentation and soft skill development and first-hand exposure to foreign trade activities. Department assured to all for conducting the extension lectures for presentation and soft skill from time to time and the industrial visits in exports units.


15/3/2022

4. Prof. Pammi Dua asked to strengthen the course of ABP/FTM/ 207 titled Quantitative Techniques. (Pl. See ABP/FTM/207, unit 5).
5. Prof. Joshi recommended making the Course ABP/FTM/203 titled Foreign Trade Legislation in India compulsory keeping the PG Diploma in FTM after completion of II semester rather than elective. Now ABP/FTM/208 Organizational behavior has been Interchanged with it.
6. There was a consensus to develop the link with local export units, business associations (AFMEC), and institutions - Banks, Insurance, C&F, export & marketing consultants for inviting them for extension lectures and to place the students for industrial training and job.
7. For coordinating the internal and external activities, it was also resolved that HOD should appoint a full-time coordinator to run this program effectively.
8. The participants appreciated that the proposed program covered all the important areas of foreign trade like:
 - Global Business Environment
 - Export and Import Regulatory Framework in India
 - Export Marketing Management
 - Export and Import Documentation,
 - International Logistics & Supply Chain Management,
 - Financing of Foreign Trade
 - International Financial Management
 - Strategic planning for foreign trade management
 - Foreign Exchange Management
 - Accounting for Decision Making
9. After 2 hours long discussion, the present course structure and syllabus have been finalized and approved. (Pl. see appendix - 2).
10. Experts suggested to introduce some new programs as per the guidelines of NEP-2020 such as 4-Year Undergraduate program, 6-months certificate and 1 year PG diploma in foreign trade for development of department.

In the end, on behalf of the department, the convener acknowledged and appreciated the devotion and sincerity of all the participants. Convener expressed the commitment of the department to make this Post Graduate Program – Master of Commerce with specialization in Foreign Trade Management, a great success through its uniqueness.


Prof. Vijay. K. Gangal
Convener

15th March 2022

Appendix- 2

Department of Applied Business Economics, Faculty of Commerce, DEI Agra Structure of M.Com. in Foreign Trade Management with multiple exit options -w.e.f. Session 2022-2023

FIRST YEAR SEMESTER - I

SN	Code	Course Title	Course Type	Credit	Remark
1	ABP/FTM/101	International Economics and Business Environment	Compulsory-1	4	if student exits after completing this semester, will get the Certificate in FTM
2	ABP/FTM/102	India's Foreign Trade Policy, Export Procedure & Documentation	Compulsory-2	4	
3	ABP/FTM/103	Basics of Export Marketing	Compulsory-3	4	
4	ABP/FTM/104	Accounting for Managerial Decision Making	Compulsory-4	4	
5	ABP/FTM/105	Seminar & GD	Compulsory-5	4	
6	ABP/FTM/106*	Foreign Language (Depends upon the choice of Students through any platform like Mooc)+	Elective -1	4	
7	ABP/FTM/107*	Foreign Exchange and Exchange Control	Elective -2	4	

***The students have to choose any one elective course from ABP/FTM/106 - 107.**

+ Students must secure the certificate from any UGC-recognized institute or online course.

		Total	5+1	24	

SEMESTER - II

9	ABP/FTM/201	International Financial Management	Compulsory-6	4	if a student exits after completing the first year (Semester 1 & 2), will get the PG-Diploma in FTM
10	ABP/FTM/202	Foreign Trade Logistics	Compulsory-7	4	
11	ABP/FTM/203	Foreign Trade Legislation in India	Compulsory-8	4	
12	ABP/FTM/204	Seminar & GD	Compulsory-9	4	
13	ABP/FTM/205*	Export -Import Financing in India	Elective -3	4	
14	ABP/FTM/206*	Insurance and Risk Management Foreign Trade	Elective -4	4	
15	ABP/FTM/207*	Quantitative Techniques	Elective -5	4	
16	ABP/FTM/208*	Organizational Behaviour	Elective -6	4	

***The Students have to choose any two elective courses out of four elective courses from ABP/FTM/205 - 208.**

		Total	4+2	24	

SECOND YEAR SEMESTER – III (Summer Term)					
17	ABP/FTM/301	Basic Research Methodology- Statistics Tools and Analysis	Compulsory-10	4	
18	ABP/FTM/302	Summer Training – Pre-Dissertation on Industrial Training (Related to FT)	Compulsory-11	4	
		Total	2	8	
SEMESTER - IV					
19	ABP/FTM/401	International Marketing Mngt	Compulsory-12	4	After completing the two years (Semester 1 to 4), will get the PG-Degree of Master of Commerce in FTM
20	ABP/FTM/402	International Business Management	Compulsory-13	4	
21	ABP/FTM/403	Summer Training– Dissertation on Industrial Training (Related to FT)	Compulsory-14	9	
22	ABP/FTM/404*	Strategic Management	Elective -7	4	
23	ABP/FTM/405*	International Accounting	Elective -8	4	
*Student must choose any one elective course out of two elective courses.					
		Total	3+1	21	
		Grand Total	18	77	

Summary of Structure

Semester	Compulsory Papers	Elective Paper/s	Total Papers	Total Credit
I	5	1	6	24
II	4	2	6	24
III	2	0	2	8
IV	3	1	4	21
	14	4	18	77

Department of Applied Business Economics
Dayalbagh Educational Institute
Faculty of Commerce

Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/101	Course Title: International Economics and Business Environment
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- Explain the concept of International Economics and Business environment.
- Grasp why nations are engaged in international business and why their economic growth has accelerated.
- Understanding the international trade theories and the international business environment.

Pedagogy:

- Classroom discussion on fundamentals of course and other related aspects.
- Practical Sessions and Group discussion

Evaluation Scheme:

- Home Assignments and Class Assignments (Subjective and Objective)
- Terminal Class Tests
- Surprise Quizzes and Viva-voce
- Attendance
- Term-End Examination

Course Contents

UNIT-I: Introduction:

[8 Pds]

1. Nature, Scope, and Importance of International Economics.
2. Economic Growth and International Trade and Opportunities and Challenges.
3. Current International Economic Order – IBRD, IMF, WTO – Mechanism of Free Flow of trade and Trade disputes resolution.
4. Regional Trade Blocks – Their impact on international trade.

UNIT-II: International Trade Theories:

[12 Pds]

1. Terms of Trade – Concept, and Types of Terms of Trade, Factors Affecting Terms of Trade
2. Trade Theories - Adam Smith's Theory of Absolute Cost Advantage. Ricardian Theory of Comparative Cost Advantage. Haberfer's Theory of Opportunity Cost. Heckscher-Ohlin Theory of International Trade. Samuelson's Factor Equalization Theorem.
3. Porter's Theory of Competitive Advantage of Nations.

Unit 3: Globalization

[10 Pds]

1. Introduction of Business Environment and its framework,
2. Globalization its meaning and gains, Drivers of Globalization
3. Difference between National and International trade

Unit 4: International Business Environment

[12 Pds]

1. Political Environment: Individualism versus Collectivism, Political Ideologies & Risk.
2. Legal Environment: Legal Issues in International Business, Strategic Concerns, Provisions for Safeguarding of IPR
3. Socio-Cultural Environment National Culture, Religion, Language, Demographic features,

Unit 5: Economic and Ecological Environment

[10 Pds]

1. Economic Environment: Introduction, International Economic Analysis, Economic Liberty, Types of Economic Systems, Assessing Economic Development- Performance and Potential.
2. Inflation and Financial Framework, Financial Institutions, Financial Markets
3. Ecological Environment: Perspective in Business, Green Business Practices

Reference Readings:

- IBO-1 International Business Environment in Hindi Medium (Hindi) by GPH Panel of Experts
 - International Business Environment by Francis Cherunilam
 - International Business 15/e by Daniels/Salwan
 - IBO1-International Business Environment (IGNOU help book for IBO-1 in English Medium) by Expert Panel of Neeraj Publications
 - International Business Environment by K Jotwani, S O Chavan, et al.
 - International Business Environment (ARROW – English Medium) by Ankur Tiwari & Rajesh Patel.
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Department of Applied Business Economics
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Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/102	Course Title: India's Foreign Trade Policy, Export Procedure and Documentation
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To appraise the students with India's Foreign Trade Policies from time to time.
- To enhance the skill in functional areas of foreign trade like export procedure and export documentation.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the skill and Group discussion.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

Unit 1 Foreign Trade Policies

12 Periods

1. Foreign Trade - Reasons & Motivation and Role of Government in Foreign Trade
2. Export-Import Policy and India's Foreign Trade during last decade – Volume, Composition, and Direction, **Export Performance of MSME and Policy & programs of its development.**
3. Export-Import Licensing – Policy & Procedure, Deemed Export, and Rupee Convertibility.
4. **Policy Performance, and Prospects of Export in Services Sector**

Unit 2 Institutional setup for Export Promotion in India

12 Periods

1. Government Authorities – Department of Commerce, CCI&E, Cabinet committee, Board of Trade, Zonal Advisory Committee, State Govt.
2. Commodity Organization – Export Promotion councils, Commodity Boards, ECGC, Trade fair Authority, Export Inspection council

3. Other Committees & Agencies – FIEO, Exim Bank, DGCI&S RBI, Central Warehousing Corporation.

Unit 3: Setup of an Export Unit

8 Periods

1. Golden Rules of Success in Export
2. Legal requirements & procedure for registration of the export unit
3. GST, Customs & Central excise Procedures related to Exports and Imports,

Unit 4: Export Pricing & Contract

8 Periods

1. Export Pricing - Types & Policy
2. Process of Export order
3. Quality control.

Unit 5: Export Documents

12 Periods

1. Different types of Export Documents - Regulatory documents, Trade documents
2. Documents for shipment, payment, and export Incentive Claims
3. Bill of lading, Bill of Exchange, Certificate of Origin, Marine Insurance Policy, Letter of Credit, GR-1 Form, Schemes under Foreign Trade Policy.
4. Use of Software for documentation

Books

1. International Marketing Management – Varshney & Bhattacharya
 2. Export Marketing – B.S.Rathore & J.S. Rathore
 3. Foreign Trade Management – Verma & Agrawal
 4. Foreign Trade Management in India – M.L. Verma
 5. Export Management – R. Sharma
 6. Export-Import Procedures & Documentation-Khushpat S. Jain
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Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/103	Course Title: Basics of Export Marketing
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objective:

- The objective of the course is to familiarize the students with the nature and scope of export marketing and also the Basics of four Ps in Export Marketing.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

UNIT–I: Export Marketing: An Introduction **10 Pds.**

1. Definition, Nature, Scope, and Functions of Export Marketing.
2. Export Marketing V/S Domestic Marketing.
3. Factors Affecting Export Marketing.

UNIT–II: Direct and Indirect Export. **10 PDS.**

1. Methods of entry in Foreign Market – Direct Exporting Vs. Indirect Exporting – Types of Direct and Indirect Exporting, advantages and Disadvantages
2. Forms of Organization in Role of Markets and Export marketing Distortions and Barriers.
3. Role of Exports Agency Agreements - Agency Agreement vs. Distributions agreement Payment of Agency commission. Major Laws for Export Contracts – Types of legal issues in International Marketing.

UNIT– III: Selection of Export Products **11Pds**

1. Need for Product Planning, Product Life cycle in International Market, Branding decision in International Market – Branding problem in Export Marketing.

2. Selection of Export Markets – Sources of Information for selecting EXIM market, Classification of the world of world markets – appraisal of Markets – Criteria for selection of Export marketing
3. Internet-based marketing as a strategic tool for Exports.

UNIT– IV: Export Pricing Policy

11Pds

1. Export Pricing – Price and Non-Price factors, Methods of Pricing
2. Export Pricing Quotations – Base of Export Price Quotation- INCOTERMS
3. Export Pricing Strategies and Dumping

UNIT–V: Promotional Activities for EXIM:

10Pds

1. Techniques of Sales Promotion in Overseas Markets – Export advertising, international advertising Vs. Domestic advertising – Direct mail, Fairs, and exhibition – Selection of Trade Fairs – Participation in Trade Fairs and Exhibitions – Role of Export Promotion Organizations in India.
2. Packing and Packaging – Domestic Vs Sport packaging – Criteria for Export Packaging – Role of Indian Institute of packaging
3. Major Laws for Export Contracts – Types of legal issues in International Marketing –

Elements of Export Contracts – Export Agency Agreement – Laws relating to products – Laws relating to Letters of Credit – International Commercial terms (INCO) - Purpose and Importance of INCO terms.

Suggested Readings:

1. International Marketing: Stanley Palivesder
 2. International Marketing: Vem Jerpskra
 3. International Marketing Management: RL. Varshney & Bhattacharya
 4. Export Marketing: TAS Balgopal
 5. Export Marketing: Cherunilam Francis
 6. Export Marketing: Rathore & Rathore
 7. Export Management: SR. Ullal
 8. Export Marketing: PK Khurana.
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Department of Applied Business Economics
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Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/104	Course Title: Accounting for Managerial Decision Making
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- The objective of the course is to acquaint the students with concepts of Financial and Cost Accounting for developing the ability to use the accounting data as an aid to decision making.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the skill and Group discussion.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

UNIT-1 FUNDAMENTALS OF FINANCIAL ACCOUNTING: 11 Pds

1. Meaning and definition of accounting, Need and functions of accounting, users of accounting information, importance and limitations of accounting, Relationship of accounting with other disciplines, Accounting Principles- Concepts and Conventions,
2. An introduction to Accounting Standards and US GAAPs. Concept and definition of Double Entry System, Process of Accounting,
3. Various stages of DES accounting: Journal, Ledger, Trial Balance, Preparation of Final Accounts with adjustments.

UNIT-2 FUNDAMENTALS OF COST ACCOUNTING: 11 Pds

1. Concept of Cost, Classification of Cost, Elements of Cost, Need for Cost accounting, Advantages, and Limitations of Cost Accounting,

2. Various techniques of Cost Accounting, Installation of Cost Accounting system, Cost reduction, Cost Control, and Cost Management,
3. Preparation of Cost Sheet, Numerical Problems.
4. Costing Decision for exports and imports

UNIT-3 INTRODUCTION TO MANAGEMENT ACCOUNTING: 10 Pds

1. Introduction to Management Accounting, Needs, Importance and Limitations of Management Accounting,
2. Difference between Management, Cost & Financial Accounting.
3. Balance Sheet & related concepts, Profit/Loss account & related concepts,

UNIT-4 ANALYSIS OF FINANCIAL STATEMENTS: 10 Pds

1. An overview of Financial Statement Analysis, Objectives, Methods and Importance,
2. Ratio Analysis,
3. Funds Flow Analysis, Cash Flow Analysis,

UNIT-5 MARGINAL ANALYSIS AND DECISION MAKING: 10 Pds

1. Marginal, Absorption and Differential Costing, Break Even Analysis & CVP Analysis.
2. Budget, its meaning & types, Fixed & Flexible Budgets, Preparation of various types of Budgets, viz: Cash Budget, Production Budget, Sales & Revenue Budget Flexible Budget,
3. Standard Costing and Variance Analysis.
4. Introduction of contemporary accounting software.

TEXTBOOKS:

Financial A/c for Management by Ambrish Gupta (Pearson Education)

Accounting for Managers by M.E.Tukaram Rao (New Age)

Management Accounting by S.P.Gupta (Sahitya Bhawan, New Delhi)

I.M. PANDEY

S.K. BHATTACHARYA

KHAN & JAIN

AGRAWAL, AGRAWAL, JAIN – Ramesh Book depot.

K.K. Nidhani , Implementing Tally

Namrata Agarwal, “Financial Accounting using Tally”, Dream tech Publishers, New Delhi,.

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Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/105	Course Title: Seminar and Group Discussion
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objective:

- The objective of the course is to develop the communication and presentation skills of the students.

Students are required to present one seminar in each paper for internal evaluation.

In addition to this, they must present one more topic from anyone paper allotted to them for the end-semester evaluation.

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Class: M. Com. (FTM)	Status of Course: Elective
Course Number: ABP/FTM/106	Course Title: Foreign Language
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objective:

- The objective of this course is to develop the communication skill among the students with overseas buyers.

Pedagogy:

Institute will honor the course completed by the students from well recognized (preferable by UGC or any other equivalent institutes /agencies) their own.

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Class: M. Com. (FTM)	Status of Course: Elective
Course Number: ABP/FTM/107	Course Title: Foreign Exchange and Exchange Control
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objective:

- The objective of this course is to explain to the student the role of foreign exchange, the effects of exchange fluctuations, and exchange control regulation on foreign trade.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

Unit 1: Introduction Foreign Exchange [8 pds]

1. Meaning and Role of Foreign Exchange, Foreign Exchange Markets,
2. Fluctuations in Foreign Exchange rates - Foreign exchange transactions and rate mechanism - Exchange rate policy
3. Convertibility of the rupee in India - Foreign Exchange markets in India.

Unit 2: Determination of Exchange Rate [10 pds]

1. Determination of Exchange Rate – Concept and Objectives
2. Exchange Rate Determination Theories-Mint Parity Theory, Purchasing Power Parity Theory, and Balance of Payments Theory.
3. Tariffs and Non-Tariff Barriers. Free Trade and Protection.

Unit 3: Exchange Risk Management – [12 pds]

1. Risk identification - Types of risk - Risk vs. exposure - Measurement of risk - Mark to market - Management of risk - Risk limits and value at risk –
2. Corporate Hedging strategies - Selective hedging - Splitting legs - cross-currency covers - short term covers for long term exposures - Third currency covers - Forward contracts vs. options - Managing risk on long term loans.

Unit 4: Currency Forwards and futures [12 pds]

1. Hedging currency risk - A comparison of futures and forwards - Options - Call Options, Put Options,
2. Writing Options - Swaps - Hedging Interest rate risk - Use of swaps to reduce interest cost - Currency swaps.
3. Meaning and effects of devaluation; Devaluation Vs. Quantitative restriction; Devaluation of rupee in recent times and its impact on foreign trade.

Unit 5: Exchange Control and Foreign Trade – [10 pds]

1. FEMA Guideline for Residents & NRI, FEMA Guidelines for Exporters and Importers
2. Financial Institutions and Export Trade - Financial Assistance provided by banks, Exim Bank

Books:

1. International Financial Management – P.G. Apte
 2. Foreign Exchange – C. Jeevanandam
 3. Foreign Trade Management – Dr. Varma & Agarwal
 4. Foreign Trade – T.K. Velayudhan
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II Semester

Dayalbagh Educational Institute
Department of Applied Business Economics
Faculty of Commerce

Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: FTM201	Course Title: International Financial Management
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts of International Financial Management,
- To equip them with necessary skills in the functional areas of international financial management, and
- To develop competencies among the students to manage risk and uncertainty in competitive and challenging international business environment.

Pedagogy:

- Classroom discussion on fundamentals of course and other related aspects;
- Practical Sessions and Group discussion

Evaluation Scheme:

- Home Assignments and Class Assignments (Subjective and Objective)
- Terminal Class Tests
- Surprise Quizzes and Viva-voce
- Attendance
- Term-End Examination

Syllabus:

Unit 1: Introduction

[8 Pds]

1. International Financial Management: Meaning and Characteristics
2. Financial Functions at International Level : Nature, Scope, and Importance
3. International Financial Management Vs. Domestic Financial Management

Unit 2: International Capital Structure

[10 Pds]

1. Sources of Capital for MNCs, Factors affecting choice of Markets and Structure
2. Interest Rate Derivatives and SWAPS
3. International Cost of Capital: Calculation of Cost of Foreign Debt, Foreign Equity, and Composite Cost of Capital

Unit 3: International Working Capital Management**[12 Pds]**

1. International Working Capital: Concept and Sources
2. Management of Cash and Near-Cash Assets
3. Management of Inventory and Accounts Receivable

Unit 4: International Capital Budgeting**[12 Pds]**

1. Basics of International Capital Investment Appraisal, Computation of Cash Flows,
2. Methods of International Capital Investment Appraisal - Computation of Cash Flows, Adjusted Present Value Approach and Sensitivity Analysis
3. Evaluation of Mergers & Acquisitions and other Strategic Decisions

Unit 5: Transfer Pricing and Divisional Performance**[10 Pds]**

1. Transfer Pricing: Meaning and Determinants
2. Methods of Transfer Pricing: Low Mark-up and High Mark-up Policy
3. Methods for Establishing an Arm's Length Pricing

Reference Readings:

- Apte PG, International Finance, Tata McGraw Hill Publication
- Avadhani VA, International Financial Management, Himalaya Publishing House
- Bhalla VK, International Financial Management, S Chand & Company Pvt. Limited
- Buckley Adrian, Multinational Finance, Prentice Hall of India
- Jain PK, Peyrard J, and Yadav SS, International Financial Management, Macmillan India Limited
- Madura Jeff, International Financial Management, South-Western College Publishing
- Shapiro C Allen, Foundations of Multinational Financial Management, Wiley India Pvt. Limited
- Sharan Vyuptkesh, International Financial Management, PHI Learning Private Limited
- Siddaiah T, International Financial Management, Pearson Education

Dayalbagh Educational Institute
Department of Applied Business Economics
Faculty of Commerce

Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/202	Course Title: Foreign Trade Logistics
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To familiarize the students with key concepts in International Trade Logistics
- To equip them with necessary skills in the applied and functional areas of Logistics, and
- To update the students with the latest approaches of Logistics for coordinating and working in the Global Environment

Pedagogy:

- Classroom discussion on fundamentals of course and other related aspects.
- Practical Sessions and Group discussion

Evaluation Scheme:

- Home Assignments and Class Assignments (Subjective and Objective)
- Terminal Class Tests
- Viva-Voce and Role Play and Presentations
- Attendance
- Term-End Examination

Syllabus:

Unit 1: Introduction to international trade logistics (10 Pds.)

1. Conceptual framework of trade logistics; Evolution of international trade logistics; The stakeholders in international trade logistics; Trade Logistics as a separate branch of study, its objectives.
2. Interfaces between Marketing and Logistics, Importance of trade logistics to nation and industry; the various elements of trade logistics, their relative importance in supply chain management.
3. The concept of Logistics Performance Index (LPI) and its interpretation; India's trade logistics: Present state, competitiveness, factors responsible for the performance

Unit 2: Warehousing, Material handling, Inventory control (10 Pds.)

1. The conceptual framework of warehousing; Definition, purpose, and type of warehouses; the various elements of warehousing; factors in selection.
2. The conceptual framework of material handling; The various elements and principles of material handling, types of material handling equipment; factors affecting the choice of material handling equipment.

3. The conceptual framework of inventory control; Definition, purpose, the various techniques of inventory control- JIT concepts, inventory control decision-making framework.

Unit 3: Packing, Labeling and Marking in logistics operations (10 Pds.)

1. Conceptual framework of packaging and packing, packaging, and packing for international consignments; precautions taken by logisticians while packaging & packing the material for intentional consignments, Packing list/ packing note,
2. The role of labeling and marking in international marketing & logistics decisions; Types of marking, increasing role of CE Marking; Issues in labeling and marking of export consignments.
3. Awareness about local customs, preferences & taboos on labeling colors, numbers, and shapes. The role of labeling and marking as promotional, tools, especially in developed economies & markets. European Ecolabel for clothing and textiles.

Unit 4: Transportation (12 Pds.)

1. Various mode of transportation for logistical operations; Importance of transportation decision, types of transport mode and modal characteristics; Factors affecting the choice of mode of transportation, cost issues, participants in transportation decisions.
2. Modes Of Transportation-Types, Factors affecting the choice of transportation; Carriage by Air, Sea, Road & Rail, Freight Rate & Transportation Pricing-Concept, Freight Forwarders & NVOCC,
3. Conceptual framework of multimodal transport; Advantages of multimodal transport; Forms of multimodal transport operations; Distinction and salient features of multimodal transport document (MTD), development of multi-modalism in India; suggestions for improving multi-modalism in India; MTD compared with Combined Transport Document (CTD).

Unit 5: Clearance of Export and Import cargo (10 Pds.)

1. Clearing and Forwarding Agents: Role in Foreign Trade, Appointment and Duties.
2. Procedure and Documentation of excise clearance for shipment through air, ship, ICDs, Post parcel, and courier.
3. Studying the role and responsibilities of customs in India; Studying customs clearance of export & import cargo; the Understanding role of EDI initiatives and facilities therein for customs

Reference Readings:

- Krishnaveni Muthiah, Logistics Management and Seaborne Trade' Himalaya Publishing House.

- D.K.Agarwal. ‘Textbook of Logistics and Supply Chain Management’ Mac Millan India Ltd.
 - Martin Christopher, “Logistics and Supply Chain Management” Pearson Education,2003
 - Ronald H. Ballou, ‘Business Logistics and Supply Chain Management
 - Vogt, J. J. Business Logistics Management: theory and practice / J. J. Vogt, W. J. Pienaar, P. W. C. de Wit ; with contributions by P. Linford, G. de Villiers . — Oxford: Oxford University Press, 2002 ISBN 0-19-578011-6.
 - Waters D. Logistics: An Introduction to Supply Chain Management. Palgrave Macmillan – 2003, 364 pages
 - Simchi-Levi D., Chen X., Bramel J. The Logic of Logistics: Theory, Algorithms, and Applications for Logistics Management. Springer, 2014. - 454 p. 43 illus., 18 illus. in color. - 3rd ed.
 - Lambert D.M., Stock J.R., Ellram Li.M. Fundamentals of Logistics Management. McGraw-Hill/Irwin – 1997, 640 pages
 - Bookbinder J.H. (Ed.) Handbook of Global Logistics: Transportation in International Supply Chains. Springer, 2012. — 553 p. 102 illus., 83 illus. in color
 - Blanchard D. Supply chain management: best practices. Wiley – 2010, 302 pages
 - Bozarth C., Handfield R.B. Introduction to Operations and Supply Chain Management. Prentice-Hall – 2007, 600 pages, 2nd edition
 - Cousins P. et al. Strategic Supply Management: Principles, Theories, and Practice. Financial Times/ Prentice Hall, 2008. — 336 p.
 - Journal of Operations Management
 - The International Journal of Logistics Management
 - International Journal of Logistics Research and Applications
 - International Journal of Logistics Systems and Management
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Department of Applied Business Economics
Faculty of Commerce, Dayalbagh Educational Institute
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Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/203	Course Title: Foreign Trade Legislation in India
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts in Legislation and Taxation of Foreign Trade.
- To equip the students to deal with necessary issues of Taxation process applicable in the Foreign Trade.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

Unit I: Foreign Trade (Development and Regulation) Act 1992

1. Objectives and Salient features of FTDR Act 1992
2. Foreign Trade Policy- Purpose and Salient features of Latest policy
3. Safeguard Measures in Case of increased imports and Litigation under FTDR Act.

Unit II: Elements of Indirect Tax: Indian Customs Act, 1962 and amendments (Basics & Valuation) (8Pds)

1. Basics concept custom, custom tariff & types of customs duties, and Valuation Rules of Import / Export.
2. Exemption, Remission & Demand of Duty.

Unit III: Provisions and amendments of Custom Act regarding (10Pds)

1. Importation & Exportation., Duty Drawback Rules.
2. EOU & SEZ.
3. Warehousing Baggage, Courier & Post. Export Incentives.

UNIT IV: Goods & Service Tax related to Foreign Trade (10Pds)

1. Concept of Service Tax, Valuation of output services.
2. Provision related to Export & Import of Services.
3. Reverse charge method.

UNIT V ELEMENT OF DIRECT TAXES (12Pds)

1. Basics of Income Tax Act, 1961.
2. Incidence of Tax, Corporate Tax Rate, Taxation of companies, Double Tax Avoidance Agreement.
3. Advance Ruling, Transfer Pricing.

Book References:

1. Direct Taxes – Law & Practice – Vinod Singhania.
 2. Indirect Taxes – Bangar & Bangar
 3. Indirect Taxes – VS Datey
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Class: M. Com. (FTM)

Status of Course: Compulsory

Course Number: **ABP/FTM/204**

Course Title: Seminar and Group Discussion

Course Credit: 4

No. of Lectures: 52 (55 Minutes Each)

Course Objective:

- The objective of the course is to develop the communication and presentation skills of the students.

Students are required to present one seminar in each paper for internal evaluation. In addition to this, they have to present one more topic from anyone paper allotted to them for the end-semester evaluation

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Class: M. Com. (FTM)	Status of Course: Elective
Course Number: ABM/FTM/205	Course Title: Export-Import Financing in India
Course Credit: 4	Lectures: 52 (55 Minutes Each)

Course Objectives:

- To enable students to understand the increasingly complex world of trade and provide appropriate services,
- To train them to learn the procedures detailing the movement of payment and credit through banks and other channels, and
- To acquaint students with new and integrated approaches to trade finance.

Pedagogy:

- Classroom discussion on fundamentals of course and other related aspects.
- Practical Sessions and Group discussion

Evaluation Scheme:

- Home Assignments and Class Assignments (Subjective and Objective)
- Terminal Class Tests
- Surprise Quizzes and Viva-voce
- Attendance
- Term-End Examination

Syllabus:

Unit 1: Introduction

[8 Pds]

1. International Payments: Meaning and Methods
2. Trade Risk Assessment: Country, Currency, Credit, Counter-party, and Legal Risk
3. Trade Finance Alternatives

Unit 2: Import Finance

[10 Pds]

1. Modes of Import Finance
2. Letter of Credit: Meaning, Mechanism, and Role in import Finance
3. Credit Guarantee and Insurance: Meaning and Methods

Unit 3: Export Credit and Payments

[12 Pds]

1. Modes of Export Finance
2. Export Credit: Pre-shipment and Post-shipment Credit,
3. Factoring and Forfeiting: Meaning, Types, and Mechanism

Unit 4: Regulatory and Policy Framework Governing Trade Finance [12 Pds]

1. Provisions of Negotiable Instruments Act and Foreign Exchange Management Act,
2. EXIM Policy and RBI Guidelines,
3. FEDAI Guidelines

Unit 5: Special Schemes of Trade Finance [10 Pds]

1. EXIM Bank Finance Schemes of ECGC and EXIM Bank
2. Financing Methods for import of Capital goods
3. Financing Deemed Exports and Export Finance in Foreign Currency

Reference Readings:

- Avadhani VA, International Finance Theory and Practice, Himalaya Publishing House
 - Bhalla VK, International Financial Management, S Chand & Company Pvt. Limited
 - [Eric Bishop](#), Finance of International Trade, Butterworth-Heinemann
 - Grath Anders, The Handbook of International Trade and Finance, Kogan Page Limited
 - Jane Kingman Brundage, The Fundamentals of Trade Finance, John Wiley & Sons
 - Kwai Wing Luk, International Trade Finance: A Practical Guide, City University of Hong Kong Press
 - Thiyagu R and Chandrasekar I, International Trade Finance, Thakur Publication Pvt. Limited
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Class: M. Com. (FTM)	Status of Course: Elective
Course Number: ABP/FTM/206	Course Title: Insurance and Risk
Course Credit: 4	Management in Foreign Trade
	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts in the area of Insurance and Risk Management in Foreign Trade such as contracts and regulations of Insurance, various types of risks, legal risks, Cargo risk, Credit risk, and Exchange fluctuation risk.
- To equip them with necessary skills in the applied and functional areas of Insurance and Risk Management in Foreign Trade.

Pedagogy:

- Chalk and talk approach on fundamentals aspects;
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

Unit 1. Insurance: An Introduction (10 PDS)

1. Costs and Benefits of Insurance, Elements & Principles,
2. Insurance Contracts, Types of Insurance, Rating of Insurance Products,
3. IRDA – an Insurance Regulator

Unit 2. Insurance Contracts & Regulations: (12 PDS)

1. Analysis of Insurance Contracts, Legal and Economic Environment of Insurance Business,
2. Underwriting Process and Methods,
3. History & Reasons for Insurance Regulations.

Unit 3. Introduction to Risk Management: (10 PDS)

1. Concepts & functions,
2. Process & Methods of Risk Management in the insurance sector.

Unit 4. Types of Risks (10 PDS)

1. Commercial risks, Political risks, Legal risks,
2. Cargo risks, Credit risks, Exchange fluctuation risk.

Unit 5. Managing of Risks (10 PDS)

1. Marine insurance policy, Role of Export
2. Credit and guarantee Corporation in covering various schemes. Financial
3. Guarantees, Overseas Investment Insurance.

Books

1. Risk Management & Insurance – Mark S. Dorfman
 2. Principles of Risk Management & Insurance – George E.Rejda
 3. Risk Management & Insurance – Harrington Niehaus
 4. Fundamentals of Insurance – P.K.Gupta
 5. Principles and Practice of Insurance – Dr.P.Periasamy
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Class: M. Com. (FTM)	Status of Course: Elective
Course Number: ABP/FTM/207	Course Title: Quantitative Techniques
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts in **Quantitative Techniques**.
- To equip them with necessary skills in the applied and functional areas of **Quantitative Techniques**.
- To give training to the students in using quantitative techniques for analyzing data, inferring, and decision making.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

UNIT 1: Introduction (8 PDS)

4. Introduction, Meaning, Scope, Advantages,
5. Techniques and Limitation of Quantitative Techniques

UNIT 2: Linear Programming (10 PDS)

1. Meaning of LPP, Graphical and Simplex Method, Advantage and limitations.
2. **Transportation and Assignment Model:** Introduction, Assumptions, Mathematical Formulation, Initial Basic Feasible Solution,

UNIT 3: Probability and Probability Distribution (10 PDS)

1. Calculations and application of Probability
2. Distribution for Discrete Random Variable the Binomial Distribution, the Poisson distribution
3. Distribution for Continuous Random Variable- The Normal Distribution

UNIT 4: Game Theory & Simulation (12 PDS)

1. Introduction to Games, Maximum and Minimum Principles,
2. Pure and Mixed Strategies, Solutions of Games using –Algebraic and Graphical Methods. Introduction to simulation,
3. Monte Carlo Technique and its applications

UNIT 5: NETWORK ANALYSIS [12 pds]

1. PERT/CPM – Basic Concepts and preparation of Network Diagram
2. Computation of Critical Path – PERT
3. Limitation of PERT/CPM

Text Reading

1. N. D. Vohra. “**Quantitative Techniques**”, New Delhi: Tata McGraw Hill Publications, 15th Ed.
 2. Hamdy A. Taha, “**Operations Research: An Introduction**”, New Delhi: Prentice-Hall of India Pvt. Ltd.
 3. Haruly M. Wagner, “**Principles of Operations Research with application to Managerial decisions**”, New Delhi: Prentice-Hall of India Pvt. Ltd, 2nd Ed.1996.
 4. P.K. Gupta and D. S. Hira, “**Operations Research**”, New Delhi: Sultan Chand Publications, 2000.
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Department of Applied Business Economics
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Class: M. Com. (FTM)	Status of Course: Elective
Course Number: ABP/FTM/208	Course Title: Organizational Behaviour
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts in Organizational Behavior.
- To equip them with necessary skills of Organizational Behavior to manage the organization in era of globalization.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

UNIT 1: INTRODUCTION **[10 pds]**

1. Understanding Human Behavior, Perceptions, Learning,
2. Models of Human Behavior,
3. Organizational Theory and Structure.

UNIT 2: MOTIVATION AND LEADERSHIP **[12 pds]**

1. Motivation,
2. Leadership,
3. Team building & Conflict management.

UNIT 3: THE COMMUNICATION PROCESS **[10 pds]**

1. Definition of Communication,
2. Organizational Communication Process, Superior Subordinates Initiated
3. Interactive Communication in Organization.

UNIT 4: GROUP DYNAMICS

[10 pds]

1. Definition & importance, types of Groups,
2. Group Formation, Group Development & Group Composition.

UNIT 5: ORGANISATIONAL DEVELOPMENT

[10 pds]

1. Organizational Development, Impact of Change, Characteristics of Organizational Development,
2. Traditional Approaches to Organization Development.

SUGGESTED READINGS:

Luthans Fred: ORGANISATION BEHAVIOUR

Keith Davis: HUMAN BEHAVIOUR AT WORK

VSP Rao: ORGANISATION-THEORY & BEHAVIOUR

Harsey Paul: ORGANISATION BEHAVIOUR

LM Prasad: ORGANISATION-THEORY & BEHAVIOUR

Parikh & Rao: BEHAVIOURAL PROCESSES IN ORGANISATION

Tyson & Jackson: ORGANISATIONAL BEHAVIOUR

III SEMESTER

Department of Applied Business Economics
Faculty of Commerce, Dayalbagh Educational Institute
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Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/301	Course Title: BASIC RES. METH., STAT. TOOLS & ANAL.
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts in research concerned to Foreign Trade aspects such, policy analysis, financing logistics, demand forecast etc.
- To equip them with necessary statistical techniques applied in research.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

UNIT 1: INTRODUCTION [8 pds]

1. Research: Meaning, Nature, Types, Experiments (Laboratory and Field), Field Study, Survey Research,
2. Major steps in Research, Variables, and Controls,
3. Ethical Issues in Research

UNIT 2: RESEARCH DESIGN [10 pds]

1. Survey of Related Literature,
2. Formulation of Research Problem, Hypothesis, and its kinds,
3. Research Design: Exploratory, Descriptive and Casual, Qualitative and Quantitative Research Approaches

UNIT 3: DATA COLLECTION**[10 pds]**

1. Primary and Secondary Data, Tools of Primary Data Collection - Observation, Interviews, Questionnaire, and Schedules,
2. Measurement and Scaling,
3. Sampling, Sampling Techniques- Probability and Non-Probability

UNIT 4: ANALYSIS AND INTERPRETATION**[14 pds]**

1. Developing Logical Reasoning and Quantitative Aptitude
2. Presentation of Data, Classification, Coding, Tabulation,
3. Statistical Analysis of Data- Descriptive and Inferential, Content Analysis

UNIT 5: RESEARCH REPORT WRITING**[10 pds]**

1. Research Report- Meaning and Types of Report, Structuring the Report,
2. Format of Abstract, Format of the Synopsis, Format of Project/Dissertation, Format of Research Paper.

SUGGESTED READINGS:

Agarwal, A.K., MODERN APPROACH TO LOGICAL REASONING, 2012, S. CHAND & CO., DELHI

Kerlinger, Fred, FOUNDATIONS OF BEHAVIOURAL RESEARCH, 1986, HARCOURT BRACE & CO., ORLANDO, FL

Kothari, C.R., RESEARCH METHODOLOGY: METHODS & TECHNIQUES, 2004, New Age International Publishers, N. Delhi

Jha, Sachidanand, GENERAL MENTAL ABILITY, LOGICAL REASONING & ANALYTICAL ABILITY, 2012, Kalinjar Publishers, N.Delhi

Bryman, Allan, SOCIAL RESEARCH METHODS, 2008, Oxford University Press, U.K.

Lawrence N.W., QUALITATIVE RESEARCH DESIGN IN SOCIAL RESEARCH METHODS, 2009, Pearson International, N. Delhi

Taylor, Bill; Sinha, Gautam; Ghoshal, Taposh; Research Methodology: A GUIDE FOR RESEARCHERS IN MANAGEMENT AND SOCIAL SCIENCES, 2004, PHI, N. Delhi

**Department of Applied Business Economics
Faculty of Commerce, Dayalbagh Educational Institute
(Deemed to be University) Agra**

Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/302	Course Title: PRE-DISSERTATION On
Course Credit: 4	Industrial Training
	Duration Semester Break (4-5 Weeks)

Course Objectives:

- To acquaint the students with real-life key concepts and functional aspects related to Foreign Trade Management such as Export-Import contracts and regulations, Market selection, Documentation for shipping and payment, various types of risks- legal risks, Cargo risk, Credit risk, and Exchange fluctuation risk.

Pedagogy:

- Attach with Industry and Financial institutions involve in Foreign Trade activities.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Presentation/Seminar and Group Discussion
 - Attendance
 - End Semester Examination
1. Selection of Title of Industrial Project with the consultation of Industry and faculty advisor.
 2. Preparation of Synopsis of the Research Project.
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Semester IV

**Department of Applied Business Economics
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(Deemed to be University) Agra**

Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/401	Course Title: INTERNATIONAL MARKETING MANAGEMENT
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts of Internal Marketing management
- To equip them with necessary international marketing skills **required managing the Foreign Trade.**

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

UNIT 1: INTERNATIONAL MARKETING AND ITS INTRODUCTION (10 PDS)

1. Nature and significance; complexities in international marketing.
2. The transition from domestic to transnational marketing.
3. International market orientation- EPRG framework; International market entry strategies.

UNIT 2: INTERNATIONAL MARKETING ENVIRONMENT (10 PDS)

1. International Marketing Environment: Political, Legal, Environmental, Socio-Cultural, and Technological environment, Country Risk Analysis.
2. International Economic Environment: IMF, WTO International Monetary System.
3. International Trade Barriers: Tariff and Non-Tariff Regional Blocks: European Union, NAFTA, SAARC, ASEAN, and MERCOSUR.

UNIT 3: INTERNATIONAL MARKETING DECISIONS**(12 PDS)**

1. International Product policy & planning for global markets, Standardization vs. Product adaptation; New product development; Management of international brands.
2. International pricing policies and strategies.
3. Complexities and issues of international advertising, Functions, and types of channels; channel selection decisions; (d) International logistics decisions.

UNIT 4: DIRECTION & COMPOSITION OF INDIAN EXPORTS**(10 PDS)**

1. Indian export and import policy export promotion organizations,
2. Export quality control; (d) Export finance, shipment, and procedures Export incentives
3. Export documents, processing of an export order, organizational Structure of export and import houses.

**UNIT 5: EMERGING ISSUES & DEVELOPMENTS IN INTERNATIONAL
MARKETING****(10 PDS)**

1. Ethical and social issues in international marketing.
2. Information technology and international marketing.
3. Impact of globalization.

SUGGESTED READINGS:

Czinkota M.R: International Marketing, Dryden Press, Boston

Fayerweather, John: International Marketing, Prentice-Hall, New Delhi

Jain, S.C: International Marketing, CBS Publications, New Delhi

Keegan, Warren J: Global Marketing Management, Prentice-Hall, New Delhi

Onkvisit, Sak and John J Shaw: International Marketing Analysis and Strategy, Prentice-Hall, New Delhi.

Paliwoda, S.J(E.D): International Marketing, Reader, Routledge, London

Paliwoda, Stanley J: The essence of International Marketing, Prentice-Hall, New Delhi

Sarathy, R and V Terpstra: International Marketing, Dryden Press, Boston.

Vsudeva P.K: International Marketing; Excel Books, New Delh

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Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/402	Course Title: International Business
Course Credit: 4	Management
	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts of international business management.
- To equip them with necessary skills in the applied and functional areas of international business management.

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

UNIT 1: INTRODUCTION (10 PDS)

1. Meaning and Growth of Multinational Corporation
2. Significance and Dimensions of Multinational Corporation,

UNIT 2: ENVIRONMENT OF INTERNATIONAL BUSINESS (16 PDS)

1. Environmental Factors-Economic Environment, Financial Environment,
2. Political Environment, Legal Environment, Technological Environment.
3. Cultural Environment, Cross-Cultural Communication & Diversity,

UNIT 3: INTERNATIONAL BUSINESS STRATEGY (8 PDS)

1. Domestic Business Strategy to International Business Strategy,
2. Management Philosophy and Strategy,
3. International Operations Strategy, International Personnel Strategy.

UNIT 4: INTERNATIONAL BUSINESS IN THE FUTURE (8 PDS)

1. The future of the Multinational Corporations,
2. Determinants of Competition,
3. Opportunities for India

UNIT 5: GLOBALISATION OF BUSINESS (10 PDS)

1. India in the Global Setting,
2. Globalization of Indian Business - Factors Favoring Globalization and Obstacles to Globalization,
3. Government policies and programs/schemes for globalization

SUGGESTED READINGS:

Francis Cherunilam: INTERNATIONAL BUSINESS

James H Taggart & Michael CMC Dermoll: THE ESSENCE OF INTERNATIONAL BUSINESS

Trilok N Sindhwana: THE GLOBAL BUSINESS GAME (A STRATEGIC PERSPECTIVE)

DS Arora: INTERNATIONAL BUSINESS (ISSUES, OPPORTUNITIES, TECHNIQUES, CASES)

VK Bhalla: INTERNATIONAL BUSINESS ENVIRONMENT & MANAGEMENT

VD Vaouja: INTERNATIONAL BUSINESS ENVIRONMENT

RM Joshi: INTERNATIONAL MARKETING

Department of Applied Business Economics
Faculty of Commerce, Dayalbagh Educational Institute
(Deemed to be University) Agra

Class: M. Com. (FTM)	Status of Course: Compulsory
Course Number: ABP/FTM/403	Course Title: DISSERTATION On
Course Credit: 9	Industrial Training
	Duration Semester Break (4-5 Weeks)

Course Objectives:

- To acquaint the students with real-life key concepts functional aspects related to Foreign Trade Management such as Export-Import contracts and regulations, Market selection, Documentation for shipping and payment, various types of risks- legal risks, Cargo risk, Credit risk, and Exchange fluctuation risk.

Pedagogy:

- Attach with Industry and Financial institutions involve in Foreign Trade activities.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Presentation/Seminar and Group Discussion
- Attendance
- End Semester Examination

1. Selection of Title of Industrial Project with the consultation of Industry and faculty advisor.
 2. Preparation of Synopsis of the Research Project.
 3. Every Candidate will submit the Final Dissertation before 30 November every year.
-

Department of Applied Business Economics
Faculty of Commerce, Dayalbagh Educational Institute
(Deemed to be University) Agra

Class: M. Com. (FTM)	Status of Course: Elective
Course Number: ABP/FTM/404	Course Title: Strategic Management
Course Credit: 4	No. of Lectures: 52 (55 Minutes Each)

Course Objectives:

- To acquaint the students with key concepts of Strategic management at international arena such - As take over, diversification and expansion,
- To equip them with necessary skills in the applied and functional areas of **Strategic Management.**

Pedagogy:

- Chalk and talk approach on fundamentals aspects.
- Practical Sessions with Real-life problems to enhance the Group discussion skill.

Evaluation Scheme: Comprehensive, Continuous and Open Evaluation as per Institute's Policy – Presently

- Subjective and Objective Home Assignments and Class Assignments lectures and unit basis.
- Class Tests
- Surprise Quizzes and Viva-voce
- Seminar and Group Discussion
- Attendance
- End Semester Examination

Course Contents

UNIT 1: INTRODUCTION (10 PDS)

1. Concept and need of strategic Management,
2. Different models of corporate planning, Problems in strategic planning.
3. Corporate strategies: Objectives, Purpose and mission, values, and business ethics.

UNIT 2: CORPORATE STRATEGIES (11 PDS)

1. Functional and Growth strategies: Take over, diversification and expansion,
2. Strategy formulation and implementation.
3. Making framework for Industry Structure Analysis

UNIT 3: BUSINESS POLICY

(11 PDS)

1. Strategy and Business Policy, McKinsey 7's Business Policy in different areas e.g. Marketing, Finance, Production, Personnel and Training, Maintenance. Implementation of Policies.

UNIT 4: STRATEGIC ADVANTAGE ANALYSIS

(11 PDS)

1. Concept, Profile, Diagnosis & Factors. Concept of synergy.

UNIT 5: STRATEGIC MANAGEMENT

(10 PDS)

1. Concept, Leadership Inter-organizational forces, and managerial power relations in strategic management.

2. Management of Organization change.

- SUGGESTED READINGS:

- Kenneth R Andrew: CONCEPT OF CORPORATE STRATEGY
 - Igor H Ansoff: CORPORATE STRATEGY
 - William F Glueck: BUSINESS POLICY, STRATEGY FORMULATION & MANAGEMENT ACTIONS
 - Chandler AD: STRATEGY & STRUCTURE
 - Hofer CW & S Chandel D: STRATEGY FORMULATION: AN ANALYTICAL CONCEPT
-

**Department of Applied Business Economics
Faculty of Commerce, Dayalbagh Educational Institute
(Deemed to be University) Agra**

Class: M. Com. (FTM)

Status of Course: Compulsory

Course Number: ABP/FTM/405

Course Title: International Accounting

Course Credit: 4

No. of Lectures: 52 (55 Minutes Each)

OBJECTIVES:

- To inculcate knowledge of the Internationalization of the Accounting Profession,
- Intends to provide a basic understanding of selected International Accounting Standards,
- Theoretical and practical aspects of accounting for currency translation, an overview of GRI, etc.

UNIT 1: INTRODUCTION

[9 pds]

4. Definition, Scope & Concept of International Accounting,
5. Internationalization of Accounting Profession,
6. International Accounting Standards Committee- A Review of its major Standards, USGAAP.

UNIT 2: ACCOUNTING FOR MULTI-NATIONALS-I

[11 pds]

1. Accounting for currency translation,
2. Foreign exchange and procedural issues

UNIT 3: ACCOUNTING FOR MULTI-NATIONALS-II

[11 pds]

4. Transfer Pricing in International Business- methods and problems

UNIT 4: CONSOLIDATION OF ACCOUNTS

[11 pds]

1. Consolidation of the accounts of subsidiaries and affiliates (Joint Ventures)

UNIT 5: FINANCIAL REPORTING STANDARDS

[10 pds]

3. Financial Reporting and Accounting Standards setting procedure in India,
4. Accounting Standards, Overview of IFRSs 1- “First-time Adoption” IFRS 2- “Share-based Payment”,
5. Ind AS32- “Financial Instruments: Disclosure”, Overview of GRI-“Global Reporting Initiative”.

SUGGESTED READINGS:

Choi Fds & Mueller Gg: An Introduction to Multi-National Accounting Business International, Solving Accounting Problems for Worldwide Operations

Financial Accounting Standards Boards: Accounting for Foreign Currency Translation

Thomas G Evans, Martin E, Taylor & Oscar Holzmann: International Accounting and Reporting.

Jh Arpan & Lh Radebaugh: International Accounting and Multinational Enterprises.

Arne Kinserdal: Financial Accounting-An International Perspective.

John Blake: European Accounting.

Coopers & Lybrand: International Accounting Summaries.

Frederick Ds Choi: Handbook of International Accounting.

END

Department of Applied Business Economics
Faculty of Commerce
Dayalbagh Educational Institute (Deemed to be University) Agra
(Accredited A+ By NAAC)

Future Proposals at a Glance

By Introducing M.Com Specialized in Foreign Trade Management
4 other programs – (4 yr. B. Com Specialized in Foreign Trade, Management,
Integrated M. Com in FTM, 6-month Certificate Course in FTM and 1 yr. PG Diploma in

Year	Session	B.Com 3yr	B.Com 4yr in FTM	M.Com FTM	Certificate FTM	PG D in FTM After UG	Inte. M.Com FTM
		120	25	20+5	15	15	20
1	2022-3	√	√	√	√	√	√
2	2023-4	I Yr. -NE 23 II yr. 22	I Yr. -NE 23 II yr. 22	I Yr. -NE 23 II yr. 22	NE July 23	NE- July 23 NE- Jan 24**	I Yr -NE 23 II yr 2022-3
3	2024-5	I yr. -NE 24 II Yr. - 23 III yr. - 22	I yr. -NE 24 II Y.r - 23 III yr. - 22*	I Yr. -NE 24 II Yr. -23	NE July 24	NE- July 24 NE- Jan 25**	I yr. -NE 24 II Y.r - 23 IIIyr. - 22
4	2025-6	I yr. -NE 25 II Yr. - 24 III yr. - 23	I yr. -NE 25 II Yr. - 24 III yr.- 23* IV yr. -22	I Yr. -NE 25 II Yr. -24	NE July 25	NE- July 25 NE- Jan 26**	I yr. -NE 25 II Yr. - 24 III yr. - 23* IV yr. 22***
5	2026-7	I yr. -NE 26 II Yr. - 25 III yr. - 24	I yr. -NE 26 II Yr. - 25 III yr. - 24* IV yr. -23	I Yr. -NE 26 II Yr. -NE 25	NE July 26	NE- July 25 NE- Jan 26**	I yr. -NE 26 II Yr. - 25 III yr. - 24* IV yr. 23*** V yr. 22
			*May exit with 3 yr. degree			**Entry In Jan (Even Sem.) for Certificate in FTM holders from DEI only.	***May exit with 4 yr. degree of B.Com Specialized in FTM

Modus Operandi

Common Classes				
SN	Yrs	Program/s	Entry Size	Total
1	First 3 Yrs. of	B. Com B. Com -FTM Integrated M. Com - FTM B. Com CAL HSM + TDP	120 25 20 30 25	220
	4 th Year onward	4 th Year of B. Com -FTM 4 th Year of Integrated M. Com 1st Year of M. Com -FTM Certificate in FTM PGD in FTM	25 20 25 15 15	100
	5 th Year onward	5 th Year of Integrated M. Com 2 nd Year of M. Com -FTM 2 nd Year of M. Com 2 nd Year of M. Com CAL	20 25 20 25	90

[Signature]
26/3/2022

DEI Masters Programme in International Trade

General

1. Programme name- International Trade
2. Opportunities include setting up own EXIM business. ✓
3. Digital technology underpinning

Export Process

- 208 → 4
- 102/units 5
- 102 → 6
- Add in 102 (units) 8
- 206 → 9
- 102 → 10
- 105/units 11
- 106/3 → 12
4. Export financing including by multilateral agencies; Export credits
 5. Export incentives; free trade zones, PLI Schemes
 6. Export promotion councils/bodies in India
 7. Export documentation, software
 8. GST wrt Export-Imports
 9. Quality enforcement. International inspection agencies; Indian certifying agencies
 10. Costing for exports
 11. EXIM trade publications, journals Potential/opportunities for value added Indian exports
 12. ~~Costing for exports~~

Exports from India

- 102/1 13
- 102/1 14
- 102/4 → 15
- 106/3 → 16
- 107/5 ↓ 17
- 101/4 → 18
- 101/4 → 19
13. Overview of India's current merchandise exports: sectors such as engineering, bulk raw materials, pharmaceuticals, jewelry, leather, textiles, chemicals, electronics. Geographies, competing countries, growth history
 14. Export of services
 15. Export of perishables, horticulture X
 16. Exports from MSMEs
 17. E-commerce and exports; opportunities for MSMEs
 18. Fair Trade, Green trade opportunities
 19. Intellectual rights
Copy rights, intellectual property safeguards

Export Logistics

- 203/4 20
20. International logistics and SCM- air and sea shipping options/agencies/ freight indices/trade flow corridors.
 21. Logistics of perishable merchandise X
 22. Customs rules in other countries; Harmonized Systems cods; software

Global Trade flow structures

- 101/1 23
- 101/1 24
- 101/1 25
23. Trade blocs/FTAs-EU, NAFTA, ASEAN-Indian participation
 24. Tariff and non-tariff barriers, Phytosanitary restrictions
 25. Trade dispute resolution mechanisms

Export marketing

- 106/5 26
- 106/5 27
- 106/5 28
29. Communication skills enhancement / foreign language courses- can be a unique DEI offering
30. Projects to be undertaken for real life cases

TO Be Added in II Sem

Department of Applied Business Economics, Faculty of Commerce, DEI Agra
Structure of M.Com. in Foreign Trade Management with multiple exit options -w.e.f. Session 2022-2023

FIRST YEAR SEMESTER - I

SN	Code	Course Title	Course Type	Credit	Remark
1	ABP/FTM/101	International Economics and Business Environment ✓ IBE(101)	Compulsory-1	4	if student exits after completing this semester, will get the Certificate in FTM
2	ABP/FTM/102	India's Foreign Trade Policy, Export Procedure & Documentation	Compulsory-2	4	
3	ABP/FTM/103	International Accounting ✓ Shift as 202	Compulsory-3	4	
4	ABP/FTM/104	Seminar & GD	Compulsory-4	4	
5	ABP/FTM/105**	Accounting for Managerial Decision Making	Elective -1	4	
6	ABP/FTM/106*	Basics of Export Marketing	Elective -2	4	
7	ABP/FTM/107*	Corporate Governance & CSR	Elective -3	4	
8	ABP/FTM/108*	Foreign Exchange and Exchange Control	Elective -4	4	

****The commerce background students can choose any two elective courses out of the four elective courses mentioned above as PG/FTM/105 - 108. Whereas the students of non-commerce background will be required to take PG/FTM/105 as a compulsory subject in addition to one elective course form PG/FTM/106 - 108.**

		Total	4+2	24	
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SEMESTER - II

9	ABP/FTM/201	Multinational Financial Management → IFM (201)	Compulsory-5	4	if student exits after completing the first year (Semester 1 & 2), will get the PG-Diploma in FTM
10	ABP/FTM/202	Organizational Behavior ✓ International Accounting (202)	Compulsory-6	4	
11	ABP/FTM/203	International Trade Logistics	Compulsory-7	4	
12	ABP/FTM/204	Seminar & GD	Compulsory-8	4	
13	ABP/FTM/205*	Quantitative Techniques	Elective -5	4	
14	ABP/FTM/206*	Taxation In Foreign Trade - Shift as 405	Elective -6	4	
15	ABP/FTM/207*	Insurance and Risk Management Foreign Trade	Elective -7	4	
16	ABP/FTM/208*	Export -Import Financing in India	Elective -8	4	

***Student has to choose any two elective courses out of four elective courses.**

		Total	4+2	24	
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206 is vacant slot. A new paper may be added here I.e.

SECOND YEAR SEMESTER - III (Summer Term)

17	ABP/FTM/301	Basic Research Methodology- Statistics Tools and Analysis	Compulsory-9	4	This paper may be exchanged with 208.
18	ABP/FTM/302	Summer Training - Pre-Dissertation on Industrial Training (Related to FT)	Compulsory-10	4	
Total			2	8	

SEMESTER - IV

19	ABP/FTM/401	International Marketing Mngt	Compulsory-11	4	After completing the two years (Semester 1 to 4), will get the PG-Degree of Master of Commerce in FTM
20	ABP/FTM/402	International Business Management - Shift as 101	Compulsory-12	4	
21	ABP/FTM/403	Summer Training- Dissertation on Industrial Training (Related to FT)	Compulsory-13	9	
22	ABP/FTM/404*	Strategic Management	Elective -9	4	
23	ABP/FTM/405*	International Financial Management by Tarakan Foreign Trade	Elective -10	4	

*Student must choose any one elective course out of two elective courses.

		Total	3+1	21	
		402	Grand Total	18	77

Bring Organizational Behaviour as 402

Subject: Re: Proposal of Specialized M. Com in Foreign Trade Management

From: Mohammad Haque <haque.mohammad@gmail.com> on Wed, 09 Mar 2022 09:43:39

To: vijay kumar gangal <vkgangal@rediffmail.com>

Dear Vijay ji

I spent my morning with your mail attachment and congratulate you on a well-drafted course curriculum. Please go ahead. A small suggestion with regard to the number of credits at PG level; an 80 credit course is advisable. Furthermore, from the viewpoint of employability, an absence of soft skill development and presentation seems to be a gap. Please ponder over it.

Dr. Mohammad Israrul Haque

Professor

Former Chairman

Department of Business Administration

Former Dean

Faculty of Management Studies & Research

AMU, Aligarh, India

Former Member Executive Council (MHRD nominee) and Member University Court, Central University of Jammu
Secretary, Association of Indian Management Schools, U.P Chapter
Former Member Zonal Advisory Board LIC

Res: B-30, Silver Oak Avenue

Street-04, Greater Azad Enclave, Doharra Maafi

Aligarh 202002

Mob: 7895168778

On Tue, 8 Mar 2022 at 21:58, vijay kumar gangal <vkgangal@rediffmail.com> wrote:

Thnx sir

DR. VIJAY KUMAR GANGAL

Professor & Head

(MA(Eco.), M.Com.,MBA,FDP -M (IIM-A),Ph.D.)

Dept. of Applied Business Economics

Faculty of Commerce

Dayalbagh Educational Institute

(Deemed To be University)

Agra 282110. (UP) India.

Cell : +91 94560 91349

Sent from RediffmailING on Android

From: Mohammad Haque <haque.mohammad@gmail.com>

Sent: Tue, 8 Mar 2022 21:01:10 GMT+0530

To: vijay kumar gangal <vkgangal@rediffmail.com>

Subject: Re: Proposal of Specialized M. Com in Foreign Trade Management

Vijay ji

I will revert back tomorrow evening

On Thu, 3 Mar 2022 at 3:31 PM, vijay kumar gangal <vkgangal@rediffmail.com> wrote:

Proposal of Specialized M. Com in Foreign Trade Management

Dear Sir,

Hope this mail finds you in the best of your health & wealth.

Here I am sending you the proposal and details structure of course to start Specialized M.Com. (Foreign Trade Management) in department.

In this regard, I request your good self to have a look and obliged us by your expert comments. In addition to this may I further request to spare some of your valuable time to patriciate in online workshop in the evening on 5th or 6th of this month. Your unconditional support is highly appreciable. Thanking you

DR. VIJAY KUMAR GANGAL
Professor & Head
(MA(Eco.), M.Com.,MBA,FDP -M (IIM-A),Ph.D.)
Dept. of Applied Business Economics
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Cell : +91 94560 91349

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Sent from my Mobile Prof. Mohammad Israrul Haque Former Chairman & Dean
