

DEVI AHILYA VISHWAVIDYALAYA, INDORE

SCHOOL OF COMMERCE

PROGRAMME CODE: CM5A

PROGRAMME TITLE: MBA (Foreign Trade) 2 Yr

Objectives:

1. Make students aware with current conceptual and theoretical models, issues, and concerns in international business and foreign trade.
2. Make students aware with current practices, issues, and concerns in international business and foreign trade.
3. Apply current business practices to the management of international businesses and foreign trade.
4. Make students aware with significant differences in business practices in different parts of the world and understand how these differences affect managing companies in various countries.
5. Evaluate and critique business practices in various countries throughout the world to determine the better practices in these countries and how they can be applied to other countries.

ELIGIBILITY: Graduation in any stream with min 50% mark

AGE LIMIT: As per the directives of Government of Madhya Pradesh, there is no upper age limit for admission to various programmes.

ADMISSION PROCEDURE: The admissions will be done as per merit in the entrance test conducted by the university.

SEATS: 60 (reservation as per state Govt. rules).

DURATION: FOUR Semesters (TWO Years).

FEE STRUCTURE:

Semester	Academic Fee	Development &	Students' Services Fee	Examination Fee	Total (Rs.)
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		Maintenance Fee	Boys	Girls		Boys	Girls
First	16500	10000	3300	3111	2500	32300	32111
Second	16500	10000	2911	2722	2500	31911	31722
Third	16500	10000	3300	3111	2500	32300	32111
Fourth	16500	10000	2911	2722	2500	31911	31722

- Caution money (Refundable) of Rs. 4000/- will be charged additionally in the first semester.
- Alumni Fee of Rs. 500/- will be charged extra in the first semester.
- If a student repeats a paper(s) in a semester, an additional fee of Rs.500/- per paper shall be payable.
- For NRI/ FN/ PIO Candidates, a fee of US\$ 3500 Per Annum shall be payable on yearly basis. They will have to pay a refundable deposit of US\$ 500 once at the time of admission.
- Hostel Fee and Central Library Fee will be extra.

PROGRAMME STRUCTURE:

Semester- 1 (July to December)

Code No.	Subjects	Type	Credits
CM5A-501	Management Concept And Organizational Behaviour	Core	3
CM5A-503	Global Business Environment	Core	3
CM5A-505	Managerial Economics	Core	3
CM5A-507	Accounting For Managers	Core	3
CM5A-509	Export Import Policy, Procedure And Documentation	Core	3
CM5A-511	World Trade Organizations	Core	3
CM5A-513	Foreign Language-I (French)	Skill Dev.	3
CM5A-551	Comprehensive Viva	Virtual	3
	Total credits		24

Semester-2 (January to June)

Code No.	Subjects	Type	Credits
CM5A-502	Quantitative Techniques For Foreign Trade	Core	3
CM5A-504	Export-Import Management	Core	3
CM5A-506	India's Foreign Trade :Trends, Prospects And Strategies	Core	3
CM5A-508	International Economics & Trends Theories	Core	3
CM5A-510	Financial Management	Core	3
CM5A-522	Global Business Communication And Public Relations	ELECTIVE GENERIC	3
CM5A-512	Computer Application In FT	Core	3
CM5A-514	Personality Development	Skill Dev.	2

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CM5A-552	Comprehensive Viva	Virtual	3
	Total credits		26

Semester-3 (July to December)

Code No.	Subjects	Type	Credits
CM5A-601	Foreign Exchange And Exchange Control	Core	3
CM5A-603	Insurance And Risk Management In FT	Core	3
CM5A-621	Multinational Financial Management	Elective Discipline Centric	3
CM5A-605	International Marketing Management And Consumer Behaviour	Core	3
CM5A-607	International Human Resource Management And OB	Core	3
CM5A-609	International Business Laws	Core	3
CM5A-611	Statistical Analysis And Research Methodology	Core	3
CM5A-651	Comprehensive Viva	Virtual	4
	Total credits		25

Semester-4 (January to June)

Code No.	Subjects	Type	Credits
CM5A-602	EXIM Finance	Core	3
CM5A-604	Taxation In Foreign Trade	Core	3
CM5A-606	Export Incentives And Institutional Support	Core	3
CM5A-608	Export Pricing And Product Planning	Core	3
CM5A-622	International Logistics & Supply Chain Management	Elective Discipline Centric	3
CM5A-610	Foreign Language-II (German)	Skill Dev.	3
CM5A-642	Research project	Elective Generic	4
CM5A-652	Comprehensive Viva	Virtual	4
	Total credits		26

PROGRAM SPECIFIC OUTCOMES

PSO- 1: The ability to understand, analyze and apply key systematic and apply management concepts in the areas related to marketing, human resources and finance for efficient running of the business organisation of varying complexity in competitive areas.

PSO-2: On successful completion of this course, to inculcate knowledge on personality, perception, motivation, job satisfaction, morale, group dynamics, leadership traits, counselling and guidance, etc.

PSO-3 Moulding the students in such a way which will make them have superficial knowledge about everything in foreign trade and in depth knowledge about core subjects.

PSO-4: Justifying the need and necessity of having covered in variant of traditional programme with a high degree of contentment.

PSO-5: To explore the fundamental knowledge in international operation. To gain an in-depth knowledge about various customs procedures pertaining to imports and exports.

PSO-6: To strengthen the learners knowledge in unitization concept and INCOTERMS used in international business.

PSO-7: The aim of this course is to introduce the concepts of international business organizations in terms of effective logistics service to the customers through export and import.

PSO-8: This course is intended to offer a good understanding of nature of worldwide line shipping trade including its structure and organisation specially related to the container trade. To understand the methods of operations, technology and terminology used in EXIM business.

PSO-9: To explore the fundamental knowledge in logistics operation. Learners will know the impact of logistics.