

BBA – FTR – 3rd YEAR SYLLABUS

(AS PER NEP 2020)

Third Year

BBA (Foreign Trade)- Third Year

Course Type	Subject Name
Major-1	Packaging, Distribution Channel & Material Handling in Foreign Trade
Major-2	New Techniques in Multinational marketing & Foreign Collaboration
Minor	Foreign Exchange & Risk Management
Elective	Select any one from the elective subject list
Vocational	Select any one from the vocational subject list
Foundation-1	Hindi + English
Foundation-2	Digital Awareness+ Personality Development and Character Building
Internship	Field Projects/internship/ Apprenticeship/ Community engagement and service

B.B.A.(Foreign Trade): Third Year

Course Type	Subject Code	Subject Name	Credit Hours	Cumulative Credit Hours
Major-1	MAJBFT-301	Packaging, Distribution Channel & Material Handling in Foreign Trade	6	86
Major-2	MAJBFT-302	New Techniques in Multinational marketing & Foreign Collaboration	6	92
Minor	MINBFT-303	Foreign Exchange & Risk Management	6	98
Elective	Code as per list attached	Select any one from the elective subject list	6	104
Vocational	Code as per list attached	Select any one from the vocational subject list	4	108
Foundation-1	FOUBFT-304	Hindi	2	110
	FOUBFT-305	English	2	112
Foundation-2	FOUBFT-306	Digital Awareness	2	114
	FOUBFT-307	Personality Development and Character Building	2	116
Internship	INTBFT -308	Field Projects/internship/ Apprenticeship/ Community engagement and service	4	120
Total credits for III Year				120

Sangeeta

Arjun

Arjun

Arjun

Arjun

List of Elective subjects B.B.A.(Foreign Trade): Third Year

(As per NEP-2020):

SN	Subject Code	Subject Name
1	ELCBBAFTR-005	Quality Control TQM ISO 9000
2	ELCBBAFTR-006	Computer Application to Foreign Trade

List of Vocational Subjects B.B.A.(Foreign Trade): Third Year

(As per NEP-2020):

SN	Subject Code	Subject Name
1	VOCBBAFTR-007	International Human Resource Management
2	VOCBBAFTR-008	International Advertising and Brand Management
3	VOCBBAFTR-009	International Economics
4	VOCBBAFTR-010	Overseas Project Management

Sangeeta
Arta *NAF* *kap-I* *Abudun* *Day* *Leek*

**MAJBFT - 301 PACKAGING, DISTRIBUTION CHANNEL & MATERIAL
HANDLING IN FOREIGN TRADE**

(Marks: 100, Internal-30, External-70)

Course Objective

The course aims to give students an understanding of the flow of goods and services at the international level. The students will learn the essentials of packaging the goods export and export marketing channels.

Course Contents

Unit -1 Packing and Packaging: Distinction Between Packing and Packaging, Types of packaging, The objective of Sound Export Packaging, Factors in Export Packaging, Solutions for Packaging Problems.

Unit -2 Marking and Labeling: Selection of Containers, Package Design, Packing List, Case Marking, and Labelling.

Unit -3 Export Distribution Channels: Indirect Exporting - Selling to an Export House, Selling to Resident Buyers, Selling Through Overseas Import Houses, Direct Exporting - Built-in Export Department Self Contained Export Department, Separate Export Company, Combination Export Manager, Joint Marketing Groups.

Unit -4 Selection of Channels: Distribution Channels In India, Factors Affecting Channel Decision - Product Characteristics, Consumer Factor, Middlemen Consideration, Company Factors, Environment Factors. Approaches to Channel Strategy Cavity, Push and Pull Approaches.

Unit -5 Transportation: Elements of Transportation System, Criteria of Choice, New Developments in Transportation. Types of Transportation: Transportation by Ships, by Air, by Rail, and by Inland Waterways - Merits and Demerits; Choice of Type of Transportation - Cost, Availability, and Safety; International Freight Forwarders.

Unit -6 Documents for Transportation: Special Care in the Preparation of Documents of Transportation - Legal Requirements and Uses, Needs, Types, Cost of Warehousing, Warehousing Facility in India, ET&T Marketing for Exporters of Electronics to the U.S.A.

Sangeeta
Armita
AT
Kap-f
Alkhyani
Raj
Kap

Unit -7 Material Handling: Packing Problem, Containers, Cargo Handling, and Insurance of Goods in Transit.

Books

1. M.L. Varma (2019). Foreign Trade Management in India. Vikas Publication.
2. Sinha Roy, Saikat (2016). International Trade and International Finance: Explorations of Contemporary Issues. Springer, India, Private Ltd.
3. Varshney, R. L. and Bhattacharya, (1996). International Marketing Management: An Indian Perspective. Ninth edition. Sultan Chand and Sons, New Delhi.
4. Verma, M.L. (1988). Foreign Trade Management in India. Vikas Publishing House Pvt. Ltd., New Delhi.
5. Rathore, B.S. and Rathore, J.S. (1997). Export Marketing. Himalaya Publishing House, New Delhi.
6. Cherunilam, F. (2004). International Business: Text and Cases, Third Edition, Prentice-Hall India, New Delhi. 5. Sharma, R.; Export Management.
7. Onkvisit, S. and Shaw, J. J. (1998). International Marketing Analysis and Strategies, PHI, New Delhi.
8. Keegan, WJ.(2002). Global Marketing Management, Seventh Edition. Pearson Education, New Delhi.

Sangeeta

Santa

Kaly

Ashwani

Deep

Arpit

MAJBFT-302 NEW TECHNIQUES IN MULTINATIONAL MARKETING & FOREIGN COLLABORATION

(Marks: 100, Internal-30, External-70)

Course Objective

The objective of this course is to provide detailed information about the development of new techniques of foreign trade in the light of ongoing changes in the global economic setup. The subject also focuses on building foundation for understanding the role and contribution of foreign collaborators like Multinationals, Joint Ventures and foreign investors those can have in a country's foreign trade during recent years.

Course Contents

Unit -1 Introduction to Multinational Marketing, The strategic importance of multinational marketing. The international marketing environment. Regional Grouping, Regulation of Foreign Exchange, Changing World Order, Uruguay Round. Differences between international and domestic marketing. Need for New techniques in multinational marketing.

Unit -2 Overview of New Techniques adopted in Multinational Marketing, International Sub-Contracting, Joint Ventures and Foreign Collaboration, Wholly owned Subsidiaries, Counter Trade Arrangements, Free Trade Zone, International Control System, Export Oriented Units, Mergers and Acquisitions, Strategic Alliance, Turnkey Contracts.

Unit -3 Foreign Collaboration: Meaning, Need and Scope, Role of Foreign collaboration in a country's economic and social progress.

Unit -4 Nations Participating in foreign collaborations, Major Areas of Operation, Merits and Types of foreign collaboration.

Unit -5 Multinational Corporation: Definition of MNC, Dominance in World Trade, Merits and Demerits of MNCs, Multinational gains in India, Reasons for the Growth of Mncs. Problems of Mncs : Problems to Mncs and Problems From Mncs. Major Regulation governing the operations and working of Mncs in India.

Unit -6 Joint Ventures & Strategic Alliances: Nature of Joint Venture, Merits and Demerits, Types of Joint Ventures - Foreign Joint Ventures in India and Joint Ventures Abroad. Role of JV & SA in Indian Foreign Trade.

Gangeesh
Arvita
A.P.
Kapil
Akshay
Raj
Kapil

Unit -7 Consultancy and Overseas Projects: Export and Import of Invisibles Items of Foreign Trade.

Unit -8 Recent Developments in Multinational & Global Business Environment. Challenges & Issues in the Multinational Business Environment

Books

1. Philip R. Cateora (Author), Mary C. Gilly (Author), John L. Graham (2017). 15th Edition, International Marketing. Sage Publication.
2. Francis Cherunilam (2019). International Trade and Export Management. Himalaya Publication House
3. Rathore, B.S. and Rathore, J.S. (1997). Export Marketing, Himalaya Publishing House, New Delhi.
4. Devendra Thakur, International Business
5. Varshney, R. L. and Bhattacharya, (1996). International Marketing Management : An Indian Perspective, Ninth Edition. Sultan Chand and Sons, New Delhi.
6. Shrivastava, R.M., International strategic Management.

A series of seven handwritten signatures in blue ink, arranged horizontally. The signatures are stylized and vary in length and complexity. From left to right, they appear to be: 'Sangeeta', 'Sunita', 'N.S.', 'Keey', 'Aludipall', 'S.P.', and 'Kesh'. Each signature is written in a cursive or semi-cursive style.

MINBFT-303: FOREIGN EXCHANGE & RISK MANAGEMENT

(Marks: 100, Internal-30, External-70)

Course Objective

The objective of this Course is to explain to the student the role of foreign exchange, effects of exchange fluctuations, and exchange control regulations in relation to foreign trade, and to make student aware of the various types of risks faced by global business house and explain to him the methods of managing risks and setting claims arising out of risks.

Course Contents

Unit-1 Foreign Exchange: Meaning and Need of Foreign Exchange, Significance as Means of Setting International Transactions.

Unit-2 Exchange Rate Fluctuations: Factors Affecting Exchange Rate Fluctuations; Effect of Exchange Fluctuations - Influence on Price Levels, Risks Involved; Means of Protection of Interest Risk Management.

Unit-3 Exchange Control: Direct Govt. Intervention; Foreign Exchange Restrictions for Importers and Exporters in India Effects of Exchange Restrictions.

Unit-4 Exchange Rate of Rupee: Vis-a-Vis Selected Currencies of the World Recent Trends, Exchange Markets and RBI.

Unit-5 Devaluation: Meaning and Effects of Devaluation; Devaluation V-Quantitative Restrictions; Devaluation of Rupee in Recent Times and its Impact on Foreign Trade.

Unit-6 Type of Risks: Commercial Risks, Political Risks, Legal Risks, Cargo Risk, Credit Risk, Exchange Fluctuation Risk.

Unit-7 Managing of Risks: Marine Insurance Policy, Role of Export Credit and Guarantee Corporation in Covering Risks, Exchange Fluctuation Risk (Bid/Contract) Cover Scheme. Finance Guarantees, Overseas Investment Insurance.

Unit-8 Settlement of Claims

- (a) Litigation
- (b) Arbitration
- (c) International Arbitration

Sangeeta *Armita* *AKF* *kap-f* *Arundhati* *Boys* *Leah*

Books

1. Jeevanandam C. (2020). Foreign Exchange & Risk Management. Publisher- Sultan Chand & Sons
2. Priyanka Singh and Vipin Singh (2018). Foreign Exchange & Forex Risk Management. Thakur Publication Pvt. Ltd.
3. Rathore, B.S. and Rathore, J.S. (1997). Export Marketing, Himalaya Publishing House, NewDelhi.
4. Jeevanandan, C. (2002). Foreign Exchange : Practice, Concepts & Control. Sultan Chand & Sons, New Delhi.
5. Velayudhan, T.K. (1998). Foreign Trade : Theory and Practice, Wheeler Publisher, NewDelhi.
6. Varshney, R. L. and Bhattacharya, (1996). International Marketing Management : An Indian Perspective. Ninth Edition. Sultan Chand and Sons, New Delhi.

Sangeetha *Arvita* *16p.f* *Aravind* *Raj* *Aravind*

ELCBBAFTR-005 QUALITY CONTROL TQM ISO 9000

(Marks: 100, Internal-30, External-70)

Course Objective

The objective of this course is to develop an insight and understanding of Total Quality Management. To familiarize the students with the concept, principles and tools of Total Quality Management including ISO 9000 Quality Management System Standards.

Course Contents

Unit -1 Introduction – Evolution of quality, Definition, Concept and Features of TQM, Eight building blocks of TQM.

Unit -2 TQM thinkers and Thought – Juran Trilogy, PDSA cycle, 5S, Kaizen, Crosby's theory on Quality Management, Quality Performance Excellence Award- Deming Application Award, European Quality Award, Malcolm Baldrige National Quality Award.

Unit-3 TQM tools- Benchmarking: Definition, concepts, benefits, elements, reasons for benchmarking, process of benchmarking, FMEA, Quality Function Deployment (QFD) – House of Quality, QFD Process, Benefits, Taguchi Quality Loss Function, Total Productive Maintenance (TPM) – Concept and need.

Unit-4 Six Sigma- Features of six sigma, Goals of six sigma, DMAIC, Six Sigma implementation.

Unit -5 Statistical Process Control- Central Tendency, The seven tools of quality, Normal curve, Control charts, Process Capability.

Unit -6 Quality Systems- ISO 9000, ISO 9000:2000, ISO 14000, other quality systems. Quality Circles, Trends and challenges of management in global scenario, emerging issues in management. Implementing TQM and Quality Audit

Sangeetha

Aravind

Aravind

Aravind

Aravind

Aravind

Unit -7 Human Aspects of Total Quality Management: TQM culture, Resistance to change, Quality Leaders: Role and Characteristics, Employee Involvement, Motivation, Empowerment, Recognition and Reward, Quality Council, Team Work for TQM, Quality Circles, Ergonomics.

Books

1. Basterfield, Total Quality Management, Pearson Education, New Delhi.
2. Logothitis, Total Quality Management, Prentice Hall of India, New Delhi
3. Janakiraman & Gopal Total Quality Management : Text and cases, Prentice Hall of India, New Delhi

Reference Book/ Suggested Reading

1. Pankaj Lochan (2021). ORGANIZATIONAL QUALITY MANAGEMENT - The TQM Way. Paperback Publication.
2. Dr. B.S. Rathor (2015). Export Marketing 8th Edition. Paperback Publication.
3. Poornima M Charantimath (2017). Total Quality Management 3rd Edition.
4. B. Vijaya Ramnath R. Kesavan, C. Elanchezhian (2019). Total Quality Management. Paperback Publication.

A series of six handwritten signatures in blue ink, arranged horizontally. The signatures are stylized and appear to be the names of the authors or reviewers of the document.

ELCBBAFTR-006 COMPUTER APPLICATION TO FOREIGN TRADE

(Marks: 100, Internal-30, External-70)

Course Objective

The subject syllabus is designed with the objective of defining the nature and scope of application in foreign trade. The course familiarizes students with the way technologies can be applied with foreign trade.

Course Contents

Unit -1 Basic functions of computer. Applications of computer in foreign trade. Generation of computer. Computer Languages.

Unit -2 Office Automation: Fax, E-Mail, Video Conferencing, Voice Mail, Answering Machines.

Unit -3 Features of Application Software for Export Offices, Multi Currency Features in Export-Import Software.

Unit -4 Use of computer networks. Types of computer networks. Different type of internet connections.

Unit -5 Concepts of Electronic Fund Transfer and Digital Currency.

Unit -6 Managing Supply chain using computers.

Unit -7 Management Information systems. Features of MIS. Using information system for different levels of management.

Books

1. Reema Thareja (2019) Fundamentals of Computers, Second Edition, Oxford University Press
2. Sinha, P. K. (2015) Fundamentals of Computer. Sixth Edition, BPB PUBLICATIONS
3. Raja Rammana,V. (2014). Fundamentals of Computer. Sixth Edition New Delhi, Prentice Hall of India.
4. Efraim Turban & Judy Whiteside (2017) Introduction to Electronic Commerce and Social Commerce. Fourth Edition, Springer.
5. Henry Chain (2001) E-Commerce: Fundamentals and Applications, WILEY.

Jangeela

Smrita

MS

Kap.P

Abhishek

Deep

Deep

6. Kalakota Ravi and A. B. Whinston (2004) : "Frontiers of Electronic Commerce"
Pearson Educaton.
7. Atul Sharma Neeshu Sharma (2014) Management Information System Vayu
Publication.

Sangeeta
Arvita
Kap. P.
Arvita
Arvita
Arvita

VOCBBAFTR-007 INTERNATIONAL HUMAN RESOURCE MANAGEMENT

(Marks: 100, Internal-30, External-70)

Course Objective

The course aims at imparting an understanding of the role of human resource management (HRM) in international contexts as well as the ability and skills to analyse IHRM in contemporary firms.

Course Contents

Unit-1 Introduction to IHRM

Introduction to IHRM: Defining international HRM, Difference between domestic and International HRM, Organizational Structure in MNC, HRM Functions, Environmental Influence on HRM, Barriers in effective global HRM. Socio-cultural context, Organizational dynamics and IHRM: Role of culture in International HRM, culture on IHRM. ASTD HRM Model.

Unit-2 International HR Policies

International HR Policies: Formulation and essentials of sound personnel policies for cross-cultural workforce

Unit-3 Strategies for International Growth

Strategies for International Growth: Exploiting global integration-The logic of global integration and differentiation. Becoming locally responsive: The roots of responsiveness, understanding diversity, responding to diversity, the challenges of localization. Managing alliances and joint ventures - IHRM and International Alliances, IHRM and International Joint Ventures.

Unit-4 International Workforce Staffing

International Workforce Staffing: International labour market International Recruitment function; head-hunters, cross-national advertising, e-recruitment; International staffing choice, different Selection criteria and techniques, international staffing issues, Successful expatriation, role of an expatriate, female expatriation, repatriation, re-entry and career issues.

Sangeetha

Arutha

MSF

Keerthi

Arundhan

Prasanna

Aradhana

Unit-5 Training and Developing Global Workforce

Training and Developing Global Workforce: Current scenario in international training and development, training & development of international staff, types of expatriate training, sensitivity training, Career Development, repatriate training, developing international staff and multinational teams, knowledge transfer in multinational companies.

Unit-6 Performance Management

Performance Management: Performance Management, Constraints in goal attainment, performance management cycle, Performance Management of International Assignees, third and host country employees, issues and challenges in international performance management, country specific performance management practices.

Unit-7 International Compensation Management

International Compensation Management: International compensation and international assignees, Forms of compensation, key components of international compensation, Approaches to international compensation, compensation practices across the countries, emerging issues in compensation management.

Books

1. P. L. Rao (2017) International Human Resource Management– Text and Cases, Excel Books
2. Gary Dessler & Biju Varrkey (2020) Human Resource Management Sixteenth Edition Pearson Publication.
3. Peter Dowling and Denise Welch (2017) International Human Resource Management, Seventh Edition Cengage Learning
4. Susan L. Verhulst, David A. DeCenzo, Rama Shankar Yadav (2021) Human Resource Management (An Indian Adaptation) 13ed, Wiley
5. , Monir Tayeb (2004) International Human Resource Management, Oxford

Sangeeta
Arushi
Arushi
Kapil
Akhil
John
Arushi

**VOCBBAFTR-008 - INTERNATIONAL ADVERTISING AND BRAND
MANAGEMENT**

(Marks: 100, Internal-30, External-70)

Course Objective

The course aims at imparting thorough knowledge of various aspects of international advertising and brand management that will help students to figure out how brands perform in various market situations. Also to broaden their horizon to understand marketing strategies at various levels.

Course Contents

Unit -1 Advertising-Advertising need & importance; growth of modern advertising, advertising & the marketing mix; Marketing communication models- AIDA, hierarchy of effect, innovation adoption model; Planning framework of promotional strategy.

Unit -2 Classification-Types & classification of advertisement, social & economic aspects of advertising.

Unit -3 Advertising Models and Theories-DAGMAR, AIDA, PLC Model, DRIP, Maslow's Hierarchy of Need

Unit- 4 Advertising Appeals-Relevance of advertising appeals, types of appeals.

Unit -5 Brand Management-What is a brand? Importance and need of a good brand, how to manage brand?

Unit -6 Dimensions of Brand- Brand Hierarchy, Brand Personality, Brand Image, Brand Identity, Brand Positioning; Brand Equity, Value addition from Branding - Brand - customer Relationships, Brand Loyalty and Customer Loyalty

Unit-7 Brand Decisions- Managing Brands; Brands Creation, Brand Extensions, Brand-product Relationships, Brand Portfolio

A series of handwritten signatures in blue ink, including names like Sangeeta, Anita, Kapil, and others, arranged horizontally at the bottom of the page.

Unit -8 International Brand Management-Difference b/w domestic and international brand management, Important elements of international brand management

Unit -9 Global Branding- Defining global branding, why global brand? Merits & demerits of global branding, types of global branding strategies

Unit -10 Brand Positioning-Defining positioning, positioning strategies, Segmentation & Targeting

Books

1. Jaishri Jethwaney and Shruti Jain (2021) Advertising Management, Oxford
2. Larry Percy, Richard Rosenbaum-Elliott (2021), STRATEGIC ADVERTISING MANAGEMENT Sixth Edition Oxford
3. C.L. Tyagi and Arun Kumar (2013) Advertising Management Atlantic Publication
4. Batra, R., Myers, J.G., Aaker, D.A. (2007) Advertising Management. Prentice Hall
5. SONTAKKI C.N (2015) Advertising And Sales Management Kalyani Publication
6. Kazmi, S.H.H and Batra, S. (2018) Advertising and Sales Promotion Management. Excel Books

Gargeel

shruti

Kap T

Alkumar

Pr

Book

VOCBBAFTR-009 INTERNATIONAL ECONOMICS

(Marks: 100, Internal-30, External-70)

Course Objective

The objective of the course is to introduce students to both classical and modern theories of international trade in goods and services, as well as empirical research on trade. A substantial fraction of the course is dedicated to examination of efficient trade policies.

Course Contents

Unit -1 Distinguishing features of Interregional and International trade; Differences and Similarities between inter-regional and international trade; Importance and Scope of International Trade. International division of labour and specialization; Smith's theory of Absolute Difference in costs; Ricardo's theory of comparative differences in costs and its application in underdeveloped countries.

Unit -2 Mills' theory of Reciprocal Demand; Concept of Offer Curves; Explanation of Mills' concept of Reciprocal Demand with the help of Marshall's Offer Curves. International Trade Equilibrium; Some analytical tools-Offer curves Production Possibility Curves; the Community Indifference Curves; Equilibrium in Community Consumption and Output.

Unit -3 Haberler's Theory of Opportunity Costs; International trade under constant, Increasing and decreasing opportunity costs. The Modern Theory of Factor Endowments; its explanation under-prices criterion and physical criterion; Theory's relevance today. Its superiority over the classical theory; Leontief Paradox

Unit -4 International trade and factor prices, Samuelson's Factor Price Equalization Theorem. The Terms of Trade- Meaning and various concepts of Terms of Trade; Factors affecting the Terms of Trade; Terms of Trade and underdeveloped countries.

Unit -5 Tariffs meaning and types; - Effects of tariff under partial and general equilibrium; Optimum tariff and welfare; Effects of tariff on income distribution The Stolper- Samuelson theorem, Dumping: Types, Objectives and effects of dumping; Current incidence of dumping in India and its impact on our economy; Anti-dumping measures.

Unit -6 The international monetary system - The Gold Standard and the Bretton Woods agreements. IMF. - Policy coordination with floating exchange rates. - Optimum currency area theory. Single currency and economic integration. EMU.

Gargeeh *Armita* *M.H.* *Kept* *Harshvardhan* *Raj* *Levy*

Unit -7 Financial and economic crisis of 2008-09 - Recent financial crises: Sri Lanka Crisis 2022
Mexico 1994, Asia 1997-98, Subprime Lending Crisis 2008-09. - European crisis in 2010-15.

Books

1. Catherine R. Schenk, Routledge (2021) International Economic Relations Since 1945,
By Taylor & Francis Group.
2. Thomas A. Pugel (2020) International Economics, McGraw-Hill Education.
3. Dominick Salvatore (2019) International Economics, , Wiley.
4. Robert Carbaugh (2018) International Economics, Cengage Learning.
5. W. Charles Sawyer, Richard L. Sprinkle, Routledge (2020). Applied International Economics
6. Global Economic Prospects, By World Bank, June 2021.

Sangeetha *inula* *AK* *Kapf* *Aludiyil* *Byr* *Leak*

VOCBBAFTR-010 OVERSEAS PROJECT MANAGEMENT

(Marks: 100, Internal-30, External-70)

Course Objective

The subject focuses on project, the value of organizing work in projects, in programs, the value of project managers in managing all stakeholders, internal and external. Acquire knowledge and competences to be able to manage more efficiently an industrial Project in the role of Project Manager. The student must have understanding the issues surrounding the management of overseas projects. This is achieved by providing a fundamental understanding of project management and how projects are managed in an overseas context.

Course Contents

Unit -1 Overview of Project Management: What is a project, the role of a project manager, How is a project selected? Life Cycle of a Project, Steps in managing a Project. International Standards (PMI, IMA), Different types of projects: industrial, telecommunication, research and more.

Unit -2 Financial Appraisal & Project Selection: Capital Budgeting –Introduction & Overview, Techniques of Capital Budgeting- PB, ARR, NPV, IRR,PI etc.

Unit -3 Cost of Capital of a Project: Cost of equity shares, Preference shares, Debentures, Retained Earnings and weighted average cost of capital.

Unit -4 Evaluating country risk and its impact on project selection and management. Managing Time, Cost, Scope, Quality, Benefits and Risk in overseas projects.

Unit -5 Social cost of Overseas Projects. Acquisition of overseas projects.

Unit -6 Role of International Credit Rating Agencies and international financial institutions in financing the overseas project.

Unit -7 RBI Guidelines and foreign exchange regulations regarding overseas project management: Project Exports, Joint venture, Turnkey Projects etc.

Sangeet
Kritika
KPH
Muskan
Raj
Kash

Books

1. International Project Management, Hamid Doost Mohammadian Volume 1, Volume 2, Momentum Press, 2021.
2. Global Project Management, Jean Binder, Taylor & Francis, 2016.
3. Project Management: The Managerial Process, McGraw-Hill Education, By Clifford F. Gray, Erik W. Larson · 2020
4. Handbook on Proposal Drafting and Project Management in Development Sector By Rakesh Malhotra, Notion Press · 2021.

Sangeetha - *Snuta* *MT* *Kapuf* *Abhishek* *Ran* *last*