

BBA (Foreign Trade) Three/ Four Years Degree Program

Annual System

Proposed as per NEP 2020

Nomenclature and Course Outline

BBA (Foreign Trade) 4 th Year						
BACHELOR DEGREE (HONOURS)						
Sn o.	Paper	Course Type	Subject Code	Subject Name	Credit Hours	Cumulative Credit Hours
1	MAJOR (DSE)	Major 1	MAJBFT 401	Sectoral Strategies for Exports	6	6
2		Major 2	MAJBFT 402	Foreign Trade Analytics Using Power BI	6	12
3		Major 3	MAJBFT 403	World Trade Organization	4	16
4		Major 4	MAJBFT 404	Export Pricing and Product Planning	4	20
5	MINOR	Minor 1	MINBFT 405	Research Methodology	4	24
6		Minor 2	MINBFT 406H	Dissertation (Minor Project) of 4 th Year	4	28
7	Internship/Apprenticeship /Research Project	Inter/Intra Faculty	INTBFT 407H	Internship/Apprenticeship / Research Project (related to the Major Subjects) of 4th Year	12	40

→ Related to the Major Subjects of the 4th year)

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Major 1

MAJBFT 401: SECTORIAL STRATEGIES FOR EXPORT

COURSE OBJECTIVE:

The objective of this paper is to understand the different strategies for potential sectors, markets and products for India to have exports and imports.

COURSE CONTENTS:

Unit 1: Strategic Framework for Export Development

- **Introduction to Sectoral Strategies:** Understanding the benefits and key factors in developing sectoral strategies for exports.
- **Export Marketing Strategies:** Overview of strategies used in export marketing and international marketing approaches for new exports.
- **Steps for Successful Export Strategy:** Detailed exploration of the nature and significance of export strategies, formulation processes, and the importance of sector-specific strategies.
- **Challenges in India's Export Sector:** Identifying the problems and challenges faced by India's export sector.

Unit 2: Agricultural Exports

- **Performance Overview:** Analyzing the performance of India's agricultural exports, focusing on key products such as rice, sugar, spices, tea, wheat, and oilseeds.
- **Market Analysis:** Evaluation of factors influencing export performance, market dynamics, and future prospects for coffee, tea, cashew, spices, and tobacco.

Unit 3: Export of Food Products

- **Marine Products:** Examination of the export landscape for marine products, including major markets, challenges, and growth prospects.
- **Dairy, Fruits, and Vegetables:** Analyzing export opportunities and barriers for dairy products, fruits, and vegetables.
- **Processed Foods:** Assessment of the export potential, major markets, and challenges faced in processed food exports.

Unit 4: Export of Manufactured Goods

- **Sector Overview:** Detailed analysis of exports in key manufactured sectors such as electronics, engineering goods, chemicals, ores, minerals, textiles, and ready-made garments.
- **Market Insights:** Identifying major markets, challenges, and prospects for each category of manufactured goods.

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Unit 5: Specialty and Services Exports

- **Handicrafts and Artisan Goods:** Exploring exports of handicrafts, gems and jewelry, carpets, and leather products—major markets, challenges, and future prospects.
- **Textiles and Cotton Products:** Examining the export landscape for cotton and cotton yarns, machinery, and transport.
- **Services Exports:** Analyzing the growth and potential of India's services exports, including major markets and associated challenges.

Recommended Books

1. Thrust sectors in India's export, Dr. Sada Shanker Saxena, Dr. M.L. Varma, B. Bhattacharya, M.S. Sachdeva, **Latest Edition:** 2022.
2. Export Strategy- Subhash C Jain, **Latest Edition:** 2021.
3. Managing India's Services Exports (Hardbound - 2018), Har Sandeep Kaur
4. Export Challenges & Strategies in Indian Industry, S. Shanmugasundaram, N. Panchanatham, **Latest Edition:** 2019.
5. Traditional Exports of India (Performance and Prospects), KC John, S. Kelvin, **Latest Edition:** 2020.



Handwritten signatures of the authors mentioned in the recommended books list: Sada Shanker Saxena, Subhash C Jain, Har Sandeep Kaur, S. Shanmugasundaram, and KC John.

Major 2

MAJBFT 402: Foreign Trade Analytics with Power BI

COURSE OBJECTIVE: This course aims to provide students with a comprehensive understanding of Business Intelligence (BI) and its application in Foreign Trade decision-making. Students will explore the fundamentals of BI and the significance of Power BI components (Desktop, Service, Mobile Apps) in analyzing trade data. The course will equip students with the skills to connect to various trade-related data sources and utilize Power Query Editor for data transformation and cleaning, ensuring preparedness for analysis.

COURSE CONTENT

Unit 1: Introduction to Business Intelligence and Power BI in Foreign Trade- Fundamentals of Business Intelligence (BI), Importance of BI in Foreign Trade, Power BI components: Desktop, Service, Mobile Apps, Power BI setup and interface navigation, Role of BI in analyzing trade data and decision making

Unit 2: Data Connection and Transformation in Power BI for Trade Data- Connecting to trade-related data sources: Excel, SQL Server, web data, Importing and transforming international trade data, Power Query Editor for trade data, Data cleaning: filtering, sorting, shaping, Preparing trade data for analysis

Unit 3: Data Modelling and DAX for International Trade Analysis- Creating relationships between trade data tables, Trade-related data modelling techniques, Calculated columns and measures for trade metrics, DAX (Data Analysis Expressions) for trade data, Optimizing trade data models for analysis

Unit 4: Data Visualization Techniques for Foreign Trade Analytics- Creating visualizations: bar charts, line charts, geographical maps, customizing visuals for trade analysis, using filters and slicers for trade data exploration, designing interactive dashboards for trade insights, best practices for visualizing global trade data

Unit 5: Publishing, Sharing, and Collaborating in Power BI for Global Trade- Publishing Power BI reports on trade analysis, sharing trade reports and dashboards with stakeholders,



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Collaborating using Power BI Service and Mobile, Integrating Power BI with Excel, SharePoint, and trade databases, Real-time collaboration and mobile access to trade reports.

Books:

1. Knight, D., Knight, B., Pearson, M., & Quintana, M. (2018). Microsoft Power BI complete reference: Bring your data to life with the powerful features of Microsoft Power BI. Publisher.
2. Ferrari, A., & Russo, M. (2019). Analyzing data with Power BI and Power Pivot for Excel. Publisher.
3. Powell, B. Mastering Microsoft Power BI: Expert techniques for effective data analytics and business intelligence. Publisher.
4. Deckler, G. (2017). Microsoft Power BI cookbook: Creating business intelligence solutions of analytical data models, reports, and dashboards. Publisher.



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Major 3

MAJBFT 403: WORLD TRADE ORGANISATION

Course Objective:

The objective of this course is to make the students aware of the significance of WTO, its place in Global Trade environment and its effect on Indian Business.

Course Content:

Unit 1: Introduction to International Trade- Overview of the WTO -Basics of international trade theories, History and establishment of the WTO, Functions and structure of the WTO, Role of the WTO in global trade

Unit 2: Organisation Structure of WTO, Scope and Functions, Decision Making, Entry Norms, Gains to World Trade from WTO.

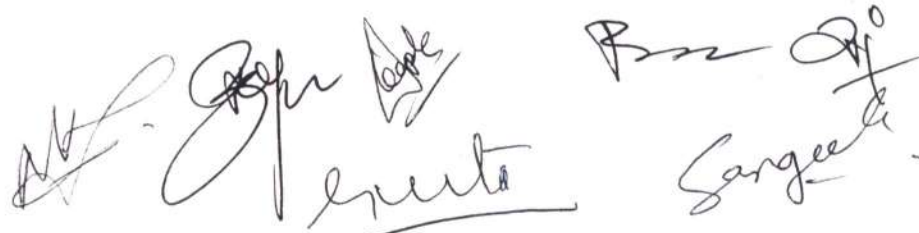
Unit 3: WTO - Trade Agreements and Policies- Types of trade agreements (bilateral, multilateral, regional) Most Favoured Nation (MFN) Treatment, National Treatment, Tariffs, Technical Barriers to Trade Sanitary and Phyto Sanitary Measures, TRIPS and TRIMS.

Unit 4: Trade in Goods and Services: Effect of WTO on Specific Sectors Like Agriculture, Textiles and Clothing's, General Agreement on Trade in Services.

Unit 5: WTO -Dispute Resolution Mechanism, Global Trade Issues, Current Trends and Challenges-The role of emerging economies in the WTO, Trade wars and protectionism

Books:

1. H R Khan (2023): Jayanta Bagchi's World Trade Organization – An Indian Perspective
2. Ajitava Raychauduri, Prabir De & Suranjan Gupta (2021) -World Trade and India: Multilateralism, Progress and Policy Response
3. WTO Analytical Index, WTO.org
4. Amrita Narlikar, Martin Daunton, Robert M. Stern (2012): The Oxford handbook on the World Trade Organization, World Trade Organization
5. Goyal, A. (2001) -5th Edition: WTO in New Millennium. New Delhi, Academy of Business Studies. MVIR DC World Trade Centre



Major 4

MAJBFT 404: EXPORT PRICING AND PRODUCT PLANNING

Course Objective:

The objective of the course is to develop conceptual clarity about pricing of export products and services as per international market scenario and planning of product which can competitively meet foreign market expectations.

Course Content:

Unit 1: Export Pricing

Definition and significance of pricing in international trade, Factors influencing export pricing decisions, Pricing Objectives: Revenue, Market Share Acquisition, Market Entry, Survival & Positioning.

Unit 2: Types of Export Pricing

Price Penetration, Differential Pricing, Price Standardization, Skimming Pricing, Follow the Leader Pricing, Value Based Pricing, Cost-Based Pricing,

Unit 3: Product Planning

Market analysis for export- Identifying target markets, Analyzing consumer behavior and preferences, Assessing market size and growth potential, Competitive Analysis- Level of Competition, Evaluating Existing Competitors, Understanding Competitive Pricing and Product Offerings.

Unit 4: Product Development

New Product Development- Concept of NPD, New Product Development Process, Product Adoption v/s Standardization, IPLC, Understanding international market challenges for product design and development

Unit 5: Product Packaging & Labeling

Packaging: Concept, elements and relevance, functions of export packaging, Types of Export Packaging, Factors affecting Export Packaging.

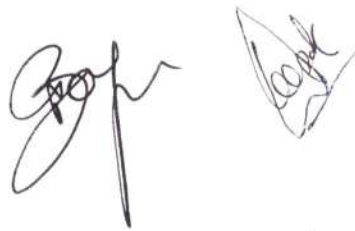
Labeling: Meaning and functions of labeling, Types of Label, Primary Elements of Export Labeling, Compliance and Regulatory Requirements of Export Labeling.

Books:

1. **Export Import Management**, Justin Paul & Rajiv Aserkar, 2nd Edition, Oxford University Press.
2. **International Marketing and Export Management**, Gerald Albaum & Edwin Duerr, 7th Edition, Pearson Publishing House.

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3. **Export And Import Management: Text And Cases**, Ram Singh, 2nd Edition, Wiley
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Minor 1

MINBFT 405: RESEARCH METHODOLOGY

Course Objective: Research Methodology course seeks to equip students with essential research skills applicable across diverse disciplines. This course will cover qualitative and quantitative research methods, data collection techniques, and the ethical considerations involved in conducting research. Students will learn to design research proposals, critically analyse existing literature, and apply appropriate statistical tools to derive meaningful insights. Together, these courses aim to foster a strong foundation in both marketing research and general research methodologies, enabling students to contribute effectively to their fields of study and future careers.

Course Content:

Unit 1: Introduction to Research Methodology: Definition and Importance of Research in Business, Types of Research: Basic vs. Applied Research, Research Problems and Questions: Formulation and Importance, Literature Review: Purpose and Techniques

Unit 2: Research Design and Sampling Techniques: Understanding Research Design: Exploratory, Descriptive, and Experimental Designs, Sampling Techniques: Probability vs. Non-Probability Sampling, Sample Size Determination and its Importance, Ethical Considerations in Research Design.

Unit 3: Data Collection Methods: Primary Data Collection Techniques: Surveys, Interviews, and Observations, Secondary Data Sources: Importance and Evaluation, Developing Research Instruments: Questionnaires and Measurement Scales, Field Work: Planning and Execution.

Unit 4: Data Analysis and Interpretation: Data Preparation: Cleaning and Organizing Data, Statistical Analysis Techniques: Descriptive and Inferential Statistics, Use of Statistical Software for Data Analysis, Interpreting Results and Drawing Conclusions

Unit 5: Writing and Presenting Research: Structure of a Research Report: Introduction, Methodology, Results, Discussion, Conclusion, Writing Style and Academic Integrity: Avoiding Plagiarism, Presentation Techniques: Communicating Research Findings Effectively, Peer Review Process and Publishing Research.

Books:

- Burns, A. C., & Bush, R. F. (2019). Marketing Research (8th ed.). Pearson Education.
- Creswell, J. W. (2018). Research Design: Qualitative, Quantitative, and Mixed Sage Publications.
- Field, A. (2018). Discovering Statistics Using IBM SPSS Statistics (5th ed.). Sage
- Hair, J. F., Anderson, R. E., Tatham, R. L., & Black, W. C. (2018). Multivariate Data Analysis (8th ed.). Cengage Learning.
- Turabian, K. L. (2018). A Manual for Writers of Research Papers, Theses, and Dissertations (9th ed.). University of Chicago Press.
- Walliman, N. (2017). Your Research Project: A Step-by-Step Guide for the First-Time



- Zikmund, W. G., & Babin, B. J. (2016). Essentials of Marketing Research (5th ed.). Cengage Learning.

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Minor 2

MINBFT 406H , DISSERTATION (MINOR PROJECT) OF 4TH YEAR

Course Description: The Dissertation in Foreign Trade offers students the opportunity to undertake independent, original research on a specific topic within the realm of international trade, fostering advanced analytical, research, and academic writing skills. Students will explore complex issues such as trade policy, global supply chains, trade regulations, and market entry strategies, using both qualitative and quantitative methods to generate insights and solutions. The course provides a structured approach, starting with topic selection and research proposal development, progressing through literature review, data collection, and analysis, and culminating in the production and defense of a comprehensive dissertation. Students are expected to adhere to rigorous academic standards, demonstrate critical thinking, and make meaningful contributions to the field of foreign trade, with an emphasis on real-world applications and policy implications. Successful completion requires regular progress updates, active engagement with faculty and peers, and a final oral defense of the dissertation.


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**INTBFT 407H, INTERNSHIP/APPRENTICESHIP/RESEARCH PROJECT
(RELATED TO THE MAJOR SUBJECTS) OF 4TH YEAR**

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Course Description: The Internship/Apprenticeship/~~Research Project~~ is a practical, hands-on component of the curriculum designed to bridge the gap between academic learning and real-world applications related to a student's major field of study. This experience allows students to apply theoretical knowledge in a professional setting, gain insights into industry practices, and develop essential skills such as problem-solving, teamwork, and professional communication. Students can choose to undertake an internship with a company, an apprenticeship with a mentor, ~~or a research project~~ that involves exploring a relevant issue or challenge within their field. The project requires students to work closely with an organization or faculty advisor to define objectives, conduct research or tasks, and provide actionable solutions or reports. Throughout the duration of the internship or ~~research project~~, students are expected to maintain regular communication with their academic supervisor, submit progress reports, and reflect on their learning. Upon completion, students must submit a final report detailing their experiences, findings, and contributions, followed by a presentation or defense to demonstrate their learning outcomes.

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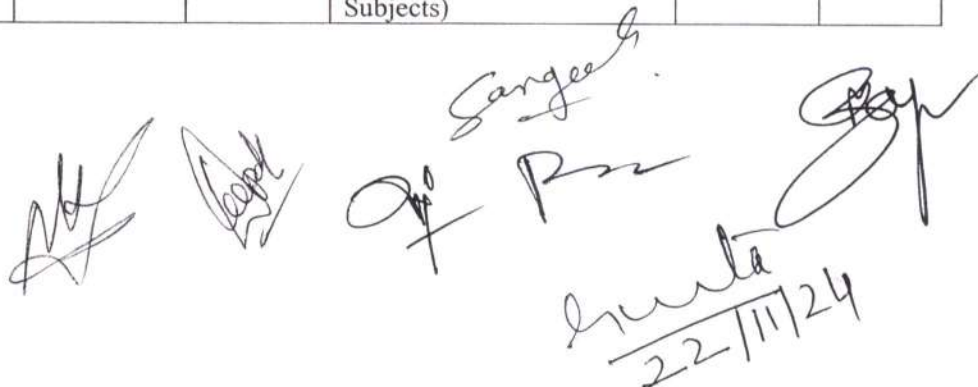
BBA (Foreign Trade) Three/ Four Years Degree Program

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BACHELOR DEGREE (HONOURS WITH RESEARCH)						
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2		Major 2	MAJBFT 402	Foreign Trade Analytics Using Power BI	6	12
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4		Major 4	MAJBFT 404	Export Pricing and Product Planning	4	20
5	MINOR	Minor 1	MINBFT 405	Research Methodology	4	24
6		Minor 2	MINBFT 406R	Regional Economic Integration	4	28
7	Research Project	Inter/Intra Faculty	RPBFT 407	Research Project Thesis (Disciplinary/Interdisciplinary Under Graduate Thesis related to the Major Subjects)	12	40


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Major 1

MAJBFT 401: SECTORIAL STRATEGIES FOR EXPORT

COURSE OBJECTIVE:

The objective of this paper is to understand the different strategies for potential sectors, markets and products for India to have exports and imports.

COURSE CONTENTS:

Unit 1: Strategic Framework for Export Development

- **Introduction to Sectoral Strategies:** Understanding the benefits and key factors in developing sectoral strategies for exports.
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Unit 2: Agricultural Exports

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Unit 3: Export of Food Products

- **Marine Products:** Examination of the export landscape for marine products, including major markets, challenges, and growth prospects.
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- **Processed Foods:** Assessment of the export potential, major markets, and challenges faced in processed food exports.

Unit 4: Export of Manufactured Goods

- **Sector Overview:** Detailed analysis of exports in key manufactured sectors such as electronics, engineering goods, chemicals, ores, minerals, textiles, and ready-made garments.
- **Market Insights:** Identifying major markets, challenges, and prospects for each category of manufactured goods.

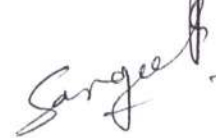
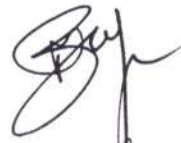
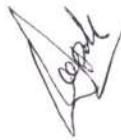
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Unit 5: Specialty and Services Exports

- **Handicrafts and Artisan Goods:** Exploring exports of handicrafts, gems and jewelry, carpets, and leather products—major markets, challenges, and future prospects.
- **Textiles and Cotton Products:** Examining the export landscape for cotton and cotton yarns, machinery, and transport.
- **Services Exports:** Analyzing the growth and potential of India's services exports, including major markets and associated challenges.

Recommended Books

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2. Export Strategy- Subhash C Jain, **Latest Edition:** 2021.
3. Managing India's Services Exports (Hardbound - 2018), Har Sandeep Kaur
4. Export Challenges & Strategies in Indian Industry, S. Shanmugasundaram, N. Panchanatham, **Latest Edition:** 2019.
5. Traditional Exports of India (Performance and Prospects), KC John, S. Kelvin, **Latest Edition:** 2020.



Major 2

MAJBFT 402: Foreign Trade Analytics with Power BI

COURSE OBJECTIVE: This course aims to provide students with a comprehensive understanding of Business Intelligence (BI) and its application in Foreign Trade decision-making. Students will explore the fundamentals of BI and the significance of Power BI components (Desktop, Service, Mobile Apps) in analyzing trade data. The course will equip students with the skills to connect to various trade-related data sources and utilize Power Query Editor for data transformation and cleaning, ensuring preparedness for analysis.

COURSE CONTENT

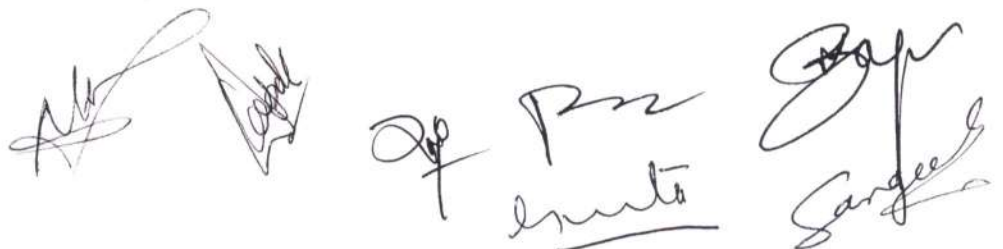
Unit 1: Introduction to Business Intelligence and Power BI in Foreign Trade- Fundamentals of Business Intelligence (BI), Importance of BI in Foreign Trade, Power BI components: Desktop, Service, Mobile Apps, Power BI setup and interface navigation, Role of BI in analysing trade data and decision making

Unit 2: Data Connection and Transformation in Power BI for Trade Data- Connecting to trade-related data sources: Excel, SQL Server, web data, Importing and transforming international trade data, Power Query Editor for trade data, Data cleaning: filtering, sorting, shaping, Preparing trade data for analysis

Unit 3: Data Modelling and DAX for International Trade Analysis- Creating relationships between trade data tables, Trade-related data modelling techniques, Calculated columns and measures for trade metrics, DAX (Data Analysis Expressions) for trade data, Optimizing trade data models for analysis

Unit 4: Data Visualization Techniques for Foreign Trade Analytics- Creating visualizations: bar charts, line charts, geographical maps, customizing visuals for trade analysis, using filters and slicers for trade data exploration, designing interactive dashboards for trade insights, best practices for visualizing global trade data

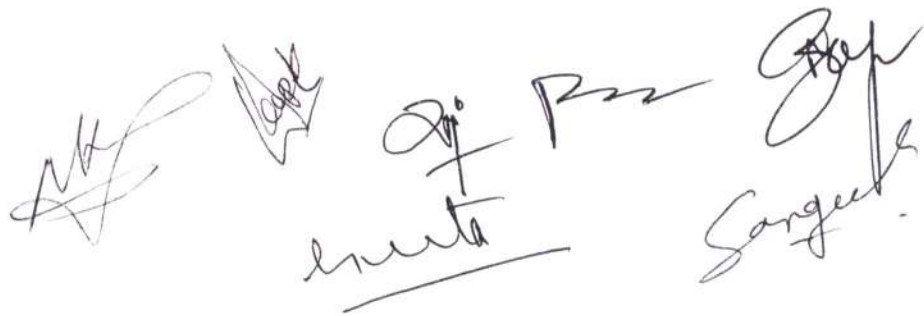
Unit 5: Publishing, Sharing, and Collaborating in Power BI for Global Trade- Publishing Power BI reports on trade analysis, sharing trade reports and dashboards with stakeholders,



Collaborating using Power BI Service and Mobile, Integrating Power BI with Excel, SharePoint, and trade databases, Real-time collaboration and mobile access to trade reports.

Books:

1. Knight, D., Knight, B., Pearson, M., & Quintana, M. (2018). Microsoft Power BI complete reference: Bring your data to life with the powerful features of Microsoft Power BI. Publisher.
2. Ferrari, A., & Russo, M. (2019). Analyzing data with Power BI and Power Pivot for Excel. Publisher.
3. Powell, B. Mastering Microsoft Power BI: Expert techniques for effective data analytics and business intelligence. Publisher.
4. Deckler, G. (2017). Microsoft Power BI cookbook: Creating business intelligence solutions of analytical data models, reports, and dashboards. Publisher.



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Major 3

MAJBFT 403: WORLD TRADE ORGANISATION

Course Objective:

The objective of this course is to make the students aware of the significance of WTO, its place in Global Trade environment and its effect on Indian Business.

Course Content:

Unit 1: Introduction to International Trade- Overview of the WTO -Basics of international trade theories, History and establishment of the WTO, Functions and structure of the WTO, Role of the WTO in global trade

Unit 2: Organisation Structure of WTO, Scope and Functions, Decision Making, Entry Norms, Gains to World Trade from WTO.

Unit 3: WTO - Trade Agreements and Policies- Types of trade agreements (bilateral, multilateral, regional) Most Favoured Nation (MFN) Treatment, National Treatment, Tariffs, Technical Barriers to Trade Sanitary and Phyto Sanitary Measures, TRIPS and TRIMS.

Unit 4: Trade in Goods and Services: Effect of WTO on Specific Sectors Like Agriculture, Textiles and Clothing's, General Agreement on Trade in Services.

Unit 5: WTO -Dispute Resolution Mechanism, Global Trade Issues, Current Trends and Challenges-The role of emerging economies in the WTO, Trade wars and protectionism

Books:

1. H R Khan (2023): Jayanta Bagchi's World Trade Organization – An Indian Perspective
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5. Goyal, A. (2001) -5th Edition: WTO in New Millennium. New Delhi, Academy of Business Studies. MVIR DC World Trade Centre



Major 4

MAJBFT 404: EXPORT PRICING AND PRODUCT PLANNING

Course Objective:

The objective of the course is to develop conceptual clarity about pricing of export products and services as per international market scenario and planning of product which can competitively meet foreign market expectations.

Course Content:

Unit 1: Export Pricing

Definition and significance of pricing in international trade, Factors influencing export pricing decisions, Pricing Objectives: Revenue, Market Share Acquisition, Market Entry, Survival & Positioning.

Unit 2: Types of Export Pricing

Price Penetration, Differential Pricing, Price Standardization, Skimming Pricing, Follow the Leader Pricing, Value Based Pricing, Cost-Based Pricing,

Unit 3: Product Planning

Market analysis for export- Identifying target markets, Analyzing consumer behavior and preferences, Assessing market size and growth potential, Competitive Analysis- Level of Competition, Evaluating Existing Competitors, Understanding Competitive Pricing and Product Offerings.

Unit 4: Product Development

New Product Development- Concept of NPD, New Product Development Process, Product Adoption v/s Standardization, IPLC, Understanding international market challenges for product design and development

Unit 5: Product Packaging & Labeling

Packaging: Concept, elements and relevance, functions of export packaging, Types of Export Packaging, Factors affecting Export Packaging.

Labeling: Meaning and functions of labeling, Types of Label, Primary Elements of Export Labeling, Compliance and Regulatory Requirements of Export Labeling.

Books:

1. **Export Import Management**, Justin Paul & Rajiv Aserkar, 2nd Edition, Oxford University Press.
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3. **Export And Import Management: Text And Cases**, Ram Singh, 2nd Edition, Wiley Publisher Imprint-Sage Publications Pvt. Ltd

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Minor 1

MINBFT 405: RESEARCH METHODOLOGY

Course Objective: Research Methodology course seeks to equip students with essential research skills applicable across diverse disciplines. This course will cover qualitative and quantitative research methods, data collection techniques, and the ethical considerations involved in conducting research. Students will learn to design research proposals, critically analyse existing literature, and apply appropriate statistical tools to derive meaningful insights. Together, these courses aim to foster a strong foundation in both marketing research and general research methodologies, enabling students to contribute effectively to their fields of study and future careers.

Course Content:

Unit 1: Introduction to Research Methodology: Definition and Importance of Research in Business, Types of Research: Basic vs. Applied Research, Research Problems and Questions: Formulation and Importance, Literature Review: Purpose and Techniques

Unit 2: Research Design and Sampling Techniques: Understanding Research Design: Exploratory, Descriptive, and Experimental Designs, Sampling Techniques: Probability vs. Non-Probability Sampling, Sample Size Determination and its Importance, Ethical Considerations in Research Design.

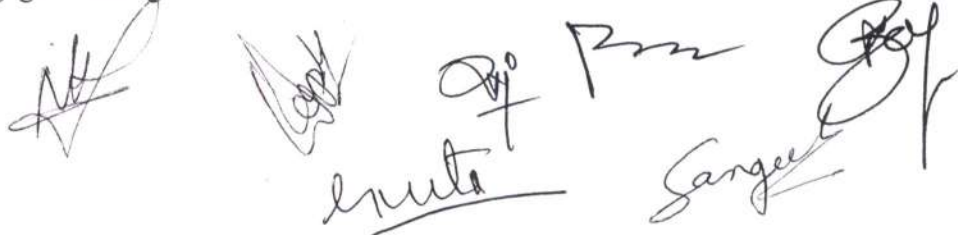
Unit 3: Data Collection Methods: Primary Data Collection Techniques: Surveys, Interviews, and Observations, Secondary Data Sources: Importance and Evaluation, Developing Research Instruments: Questionnaires and Measurement Scales, Field Work: Planning and Execution.

Unit 4: Data Analysis and Interpretation: Data Preparation: Cleaning and Organizing Data, Statistical Analysis Techniques: Descriptive and Inferential Statistics, Use of Statistical Software for Data Analysis, Interpreting Results and Drawing Conclusions

Unit 5: Writing and Presenting Research: Structure of a Research Report: Introduction, Methodology, Results, Discussion, Conclusion, Writing Style and Academic Integrity: Avoiding Plagiarism, Presentation Techniques: Communicating Research Findings Effectively, Peer Review Process and Publishing Research.

Books:

- Burns, A. C., & Bush, R. F. (2019). Marketing Research (8th ed.). Pearson Education.
- Creswell, J. W. (2018). Research Design: Qualitative, Quantitative, and Mixed Sage Publications.
- Field, A. (2018). Discovering Statistics Using IBM SPSS Statistics (5th ed.). Sage
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- Walliman, N. (2017). Your Research Project: A Step-by-Step Guide for the First-Time
- Zikmund, W. G., & Babin, B. J. (2016). Essentials of Marketing Research (5th ed.). Cengage Learning.



Minor 2

MINBFT 406R: REGIONAL ECONOMIC INTEGRATION

Course Objective:

The primary objective of the Regional Economic Integration course is to equip students with a comprehensive understanding of the concepts and theories that underpin regional economic integration. Students will explore the economic, political, and social implications of regional integration initiatives, examining how these frameworks impact trade and investment among member countries.

Course Content:

Unit 1: Introduction to Regional Economic Integration: Definition and Importance of Regional Economic Integration, Types of Regional Integration: Free Trade Areas, Customs Unions, Common Markets, and Economic Unions, Theoretical Framework: Integration Theories (e.g., Neofunctionalism, Inter-governmentalism), Overview of Major Regional Economic Agreements Worldwide (European Union, SAARC, ASEAN, India-EFTA, India-UAE CEPA, India-Mauritius CECPA, India-Australia Comprehensive Economic Cooperation Agreement (CECA), USMCA).

Unit 2: Economic Impacts of Regional Integration: Trade Creation vs. Trade Diversion, Effects on Economic Growth and Development, Role of Regional Integration in Promoting Foreign Direct Investment (FDI), Case Study: South Asian Association for Regional Cooperation (SAARC)

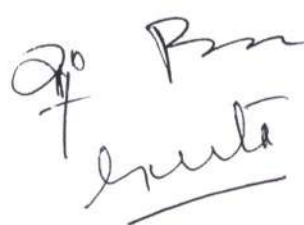
Unit 3: Political and Social Dimensions of Regional Integration: Political Motivations for Regional Integration: Stability and Security, Social and Cultural Dimensions of Integration, Challenges to Political Cohesion among Member States, Impact of Regional Integration on Employment and Labor Markets

Unit 4: Regional Integration and Globalization: Relationship between Regional Integration and Global Trade, Impact of Globalization on Regional Economic Agreements, the Role of Multinational Corporations in Regional Integration, Future Trends in Regional Integration in a Globalized World

Unit 5: Challenges and Future Prospects of Regional Integration: Economic Disparities Among Member States, Political Conflicts and Their Impact on Integration Efforts, Role of Institutions in Supporting Regional Integration, Future Prospects for Regional Economic Integration in the Context of Rising Nationalism

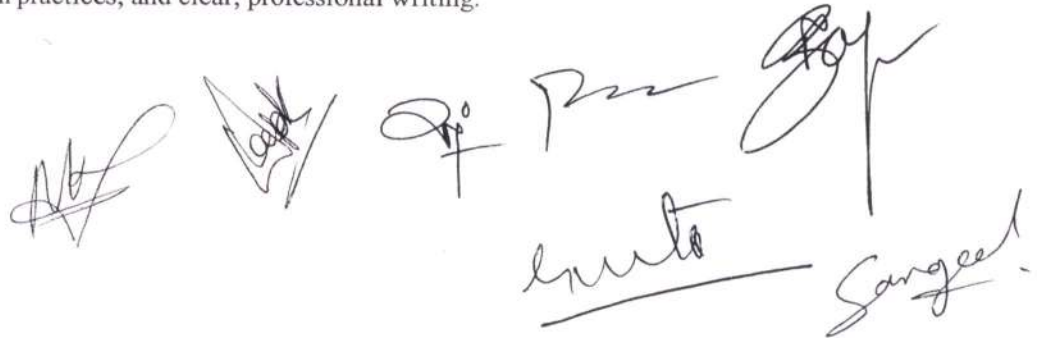
Books:

- **Kaur, P. (2020).** Regional Integration and Globalization: Perspectives from India. Sage Publications.
- **Bansal, R. (2020).** Challenges and Opportunities in Regional Integration in Asia. Sage Publications.
- **Ranjan, A. (2020).** Political Economy of Regional Integration in South Asia. Routledge.



**RPBFT 407, RESEARCH PROJECT THESIS
(DISCIPLINARY/INTERDISCIPLINARY UNDER GRADUATE THESIS
RELATED TO THE MAJOR SUBJECTS)**

Course Description: The Research Project Thesis offers undergraduate students an opportunity to conduct original research in a disciplinary or interdisciplinary context related to their major field of study. This project allows students to explore a specific topic, issue, or challenge in-depth, applying critical thinking, research methodologies, and theoretical frameworks learned throughout their coursework. Students are expected to formulate a clear research question, design a methodology, gather and analyze data, and present their findings in a well-structured thesis. The research can be disciplinary, focusing on a specialized topic within the student's primary field, or interdisciplinary, combining insights from multiple disciplines to address broader, more complex issues. Throughout the process, students will work closely with a faculty advisor, submit regular progress reports, and incorporate feedback into their work. The final thesis should demonstrate academic rigor, originality, and the ability to contribute to the field, and students must defend their research findings through an oral presentation. Successful completion of the thesis requires adherence to academic standards, including proper citation, ethical research practices, and clear, professional writing.



A collection of handwritten signatures and initials in black ink, arranged in two rows. The top row contains five distinct marks, including a stylized signature, a set of initials, and a signature that appears to be 'Pm'. The bottom row contains two more signatures, one of which is clearly legible as 'Sargeant'.