

Odd Semester Lesson Plan

Teacher name: **Dr. Suman**

Subject: **BC-306 (ii) FOREIGN TRADE OF INDIA**

October 2020

Foreign trade of India: composition, direction, trends and balance of payments problems;

November 2020

India's major import and export products. Foreign market selection and entry modes.

December 2020

Product planning for international markets; International product life cycle. Export procedures and documentation:

January 2021

letter of credit, proforma invoice, bill of lading. INCO TERMS and international price quotations; methods of payment in international trade. Recent foreign trade policy: regulations, and export promotion measures.

February 2021

Special economic zones and export oriented units' scheme. Criterion for star trading houses and benefits available. International economic/financial institutions: WTO, World Bank and IMF.