M.Com III & IV Semester Syllabus
(2011-2012 regulation)

Accounting, Auditing & Taxation
III SEMESTER

COM301A11 - Advanced Cost Accounting
COM302A11 - Advanced Management Accounting
COM303A11 - Auditing and Assurance
COM304A11 - Advanced Auditing
COM305A11 - Direct Taxes
COM306A11 - Indirect Taxes

IV SEMESTER

COM401A11 - Financial Reporting
COM402A11 - Strategic Financial Management
COM403A11 - Information System Control and Audit
COM404A11 - Advanced Auditing and Professional Ethics
COM405A11 - Corporate Tax Management
COM406A11 - Corporate Law and Planning
THIRD SEMESTER
GROUP – A: ACCOUNTING, AUDITING & TAXATION

COM301A11 - ADVANCED COST ACCOUNTING

UNIT – I : Overview of basic concepts in Accounting

- Elements of Cost: Material, Labour and Overheads, Material Purchase procedure, Storage and Inventory control
- Methods of pricing of issues, Methods of inventory control, Labour Classification of Labour, Principles and Methods of Remuneration, Accounting for Labour Cost
- Overheads - Meaning, classification, allocation, apportionment and absorption.

UNIT – II : Methods of Costing

- Job Costing, Batch Costing, Unit Costing and Process Costing

UNIT – III : Operating Costing

- Operating Costing i.e., Costing and Service Industry – Hospital, Hotel, Transportation, Electricity, Power House and Telecommunication

UNIT – IV : Treatment of certain items

- General Principles of Treatment of Depreciation, Amortization, interest on capital, Cost of Finance, Research and Development Cost, Material Losses, Waste, Scrap, Spoilage, Defectives.

UNIT – V : Cost Book Keeping and Reconciliation between Cost and Financial Accounts

- Cost Book-Keeping, Cost Ledgers, Interlocking and Integral Accounts, Reconciliation of Cost and Financial Accounts, Reasons, Need, Methods

Suggested Books:

1) M.N. Arora, Accounting for Management, Himalaya Publishing House New Delhi 2010
2) Periaswamy, Financial Cost & Management Accounting, Himalaya Publishing House New Delhi 2011
UNIT – I : Management Accounting.


UNIT – II : Cost Management

(a) Techniques for profit improvement, cost reduction and value analysis
(b) Activity based costing.
(c) Target costing; cost ascertainment and pricing of products and services

UNIT – III : Cost Volume Profit Analysis

(a) Relevant cost
(b) Product sales pricing and mix
(c) Limiting factors

UNIT – IV : Pricing Decisions

(a) Theory of price
(b) Product pricing
(c) New product pricing
(d) Pricing strategies
(e) Pricing of services

UNIT – V : Budgets and Budgetary Control

Budget manual, Preparation and monitoring procedures, Budget variances, Flexible budgets, preparation of functional budget - operating and non-operating functions, cash budgets, Capital expenditure budget, Master budget, Principal budget factors.

Suggested Books:
5) Madigovda, Accounting for Managers, Himalaya Publishing House New Delhi 2010
COM303A11 - AUDITING AND ASSURANCE

UNIT – I  : Auditing Concepts

Nature and limitation of Auditing, Basic Principles governing an audit, Ethical principles and concept of Auditor’s Independence, Relationship of auditing with other disciplines.

UNIT – II  : Auditing and Assurance Standards

Overview, Standard-setting process, Role of international Auditing and Assurance Standards Board and Auditing and Assurance Standards Board in India.

UNIT – III  : Auditing Engagement

Audit Planning, Audit Programme, Control of quality of audit work, Delegation and supervision of audit work.

UNIT – IV  : Documentation

Audit working papers, Audit files, permanent and current audit files, Ownership and custody of working papers.

UNIT – V  : Audit Evidence

Audit procedures for obtaining evidence, Sources of evidence, Reliability of audit evidence, Methods of obtaining audit evidence, Physical verification, Documentation, Direct confirmation, Recomputation, Analytical review techniques, Representation by management.

Suggested Books:

2) Spicer & Pegler Practical Auditing, Allied Publication, 5th Edition, New Delhi,
3) R.G. Saxena Auditing Himalaya Publishing House New Delhi 2010
4) Ghatalia, Principles of Auditing, PHI, New delhi,
COM304A11 - ADVANCED AUDITING

UNIT – I : Introduction

Relationship of Auditing with other disciplines, Audit Programmes, Vouching, Verification and Valuation

UNIT – II : Audit Committee and Corporate Governance

Corporate Governance; Introduction, Verification of Corporate Governance, Audit Committee; Constitution, Powers of Audit Committee, CEO/CFO Certification to Board, Report on Corporate Governance.

UNIT – III : Risk Assessment and Internal Control

Evaluation of Internal control procedures, techniques including questionnaire, flow chart, internal audit and external audit, coordination between the two.

UNIT – IV : Audit of Limited Companies

Preliminaries to the audit of limited company, Audit of share capital transactions, Debentures and other transactions, Audit report with special reference to CARO 2003, profit and divisible profit, Dividends, Investigation under Companies Act, 1956.

UNIT – V : Audit of Special Entities

Special audit assignments like audit of bank borrowers, audit of stock and commodity exchange intermediaries and depositories; inspection of special entities like banks, financial institutions, mutual funds, stock brokers.

Suggested Books

1) R.G. Saxena Auditing Himalaya Publishing House New Delhi 2010
2) Basu SK “Auditing Principals and Techniques”
COM305A11 - DIRECT TAXES

UNIT – I : Concept of Taxation; Residential Status and incidence of tax, Incomes exempted from tax.

UNIT – II : Heads of Income of Individuals; Salaries- income from house property and gain from business or profession, capital gains, income from other sources, clubbing up of income set off and carry forward of losses, deductions from gross total income, computation of total income and tax liability.

UNIT – III : Assessment of individuals, HUF, Firms, Companies.

UNIT – IV : Tax administration; Income tax authorities, Assessment procedure, collection and recovery of tax, refunds, penalty and procedures, appeals and revisions.


Suggested Books:

3. Girish Ahuja and Ravi Gupta, Direct Taxes, Bharat Publications.
UNIT – I : Central Excise
Central Excise Act, 1944 and the related Rules, Circulars and Notifications; Central Excise Act, 1985 and the related Rules.

UNIT – II : Service Tax
Law relating to service tax as contained in the Finance Act, 1994

UNIT – III : Issues related to Value Added Tax
1. Backdrop of State – Level VAT in India
2. Taxonomy of VAT
3. Input tax credit, tax invoice
4. Small dealers and composition scheme

UNIT – IV : VAT Procedures
1. VAT in relation to incentive schemes, works contract, lease transactions and hire purchase transactions.
2. VAT and Central Sales Tax.

UNIT – V : Customs
Customs Act, 1962 and the related Rules, Circulars and Notifications; Customs Tariff Act, 1975 and the related Rules.

Suggested Books:
1) Datey V.S. Indirect Taxes Law and Practice, Taxman Publication New Delhi 2005
3) Kumar Sanjeeva “Systematic Approach to Indirect Tax, Bharat Law House
FOURTH SEMESTER
GROUP – A : ACCOUNTING, AUDITING & TAXATION

COM401A11 - FINANCIAL REPORTING

UNIT – I : Corporate Financial Reporting – Issues and problems with special reference to published financial statements

UNIT – II : Accounting for Corporate Restructuring (including inter – company holdings)


UNIT – IV : Consolidation with two or more subsidiaries, consolidation with foreign subsidiaries, Consolidated profit and loss account, balance sheet and cash flow statement.


Suggested Books

1) RSN Pillai, Bagarathi & s. uma, Fundamentals of Advanced Accounting, Vol 1, S Chand, New Delhi.


COM402A11 - STRATEGIC FINANCIAL MANAGEMENT


Suggested Books

8. Shiva Ramu, S., Corporate Growth through Mergers & Acquisitions, Response Books (A Division of Sage Publications)
UNIT – I  :  Information Systems Concepts


UNIT – II  :  Systems Development Life Cycle Methodology

Introduction to SDLC/Basics of SDLC Requirements analysis and systems design techniques Strategic considerations: Acquisition decisions and approaches Software evaluation and selection/development - Alternate development methodologies – RAD, Prototype etc. Hardware evaluation and selection.

UNIT – III  :  Control objectives

(a) Information Systems Controls – Need for control – Effect of computers on internal Audit – Responsibility for control – Management IT personnel, auditors – Cost effectiveness of control procedure – Control Objectives for Information and related Technology (CPBIT)

UNIT – IV  :  Information Systems Control Techniques

Control Design: Preventive and detective controls, Computer – dependent control, Audit trails, User Controls (Control balancing, Man follow up), Non – Computer – dependent (user) controls: Error identification controls, Error investigation controls, Error correction controls, Processing recovery controls

UNIT – V  :  Controls over System Selection, Acquisition / Development

Standards and controls applicable to IS development projects – Developed / acquired systems – Vendor evaluation – Structured analysis and design.

Suggested Books

1. CSV Murthy, Management Information system Himalaya Publishing House
COM404A11 - ADVANCED AUDITING AND PROFESSIONAL ETHICS

UNIT – I  :  Auditing Standards, Statements and Guidance Notes

Auditing and Assurance Standards (AASs): Statements and Guidance Note on Auditing issued by the ICAI: Significant differences between Auditing and Assurance Standards and International Standards on Auditing.

UNIT – II  :  Audit Strategy, planning and programming

Planning the flow of audit work: audit strategy, planning programme and importance of supervision: Drafting of reports; principles of ultimate responsibility; extent of delegation; control over quality of audit work; reliance on the work of other auditor.

UNIT – III  :  Special Audit Techniques

(a) Selective verification, statistical sampling, Special audit, procedures, physical verification of assets, direct confirmation of debtors and creditors.
(b) Analytical review and creditors
(c) Risk-based auditing

Unit – IV  :  Rights, duties and liabilities of auditors; third party liability-
Investigation and Due diligence – concept of Reel Review

Unit – XX  :  Professional Ethics


Suggested Books

1) Jagdish Prakash “Principles and Practices of Auditing” Kalyani Publishers, New Delhi,
2) Mautz R.K. Fundementals of Auditing Newyork 1994
COM405A11 - CORPORATE TAX MANAGEMENT

UNIT – I : Introduction
Nature and Scope of Corporate Tax Management – Need for and significance – Problems in Tax Management

UNIT –II Customs Laws – nature of customs duty, Types of customs duty, Classification for Customs and rate of duty. Valuation for customs duty, Provisions regarding baggage, Courier, Postal articles and stores.


UNIT – IV : Central sales tax – Scope of levy of Central Tax Inter – State sale, Sale outside a state and sale in the course of import and export – basic principles; Registration of dealers and determination of taxable turnover.

UNIT – V : Service Tax – provisions of law and procedure; VAT – concept, Applicability, Procedures involved and implications of the VAT.

Suggested Books
2. Datey V.S: Indirect Taxes, Taxmann Publications, New Delhi

UNIT - II Procedure for assessment – Deduction of tax at Source, Advance payment of Tax, Tax returns, refunds appeals and revision.

UNIT III Tax planning – Concept, Tax Planning with reference to setting up of new business, Financial management decisions & Employees remuneration.

UNIT – IV : Computation of taxable income and liability of companies – Minimum Alternative Tax Computation of taxable income under different heads of income – House property, Profit and gain from business or profession, Capital gain and income other sources, carry forward and set off of losses in case of companies: Deduction from Gross Total income. Minimum alternative Tax.

UNIT – V : Tax planning – Tax avoidance and tax evasion. Tax planning with corporate dividend, Dividend policy – bonus shares. Tax planning with reference to specific managerial decisions – Make or Buy, Own or Lease, Purchase by installment or by Hire, Repair, Replace, Renewal or Renovation, shut down or continue.

Suggested Books

1. Direct taxes – Dr. H.C. Mehrotra and Dr. S.P. Goyal Sahitya Bhavan New Delhi.
M.Com III & IV Semester Syllabus
(2011-2012 regulation)

Banking, Insurance & Financial Services
KRISHNA UNIVERSITY
Department of Commerce and Management Studies
Course Structure for M.com. (Banking, Insurance & Financial services)

III SEMESTER
COM301B11 - Advanced banking
COM302B11 - Banking and technology
COM303B11 - Insurance products and management
COM304B11 - Principles of life insurance
COM305B11 - Financial markets and services
COM306B11 - Security analysis and investment management

IV SEMESTER
COM401B11 - Banking Law & Practice
COM402B11 - Bank Management
COM403B11 - Insurance & Risk Management
COM404B11 - Insurance: Actuarial
COM405B11 - Portfolio management
COM406B11 - Financial Derivatives
III SEMESTER
Group B: Banking, Insurance and Financial Services

COM301B11 - ADVANCED BANKING

UNIT – I  : Central Banking Concept – Central Banking Policy in Developed and Developing Economies – Functions – Note issues – Banker to the Government; Banker to Commercial Banks – Credit Control – Techniques

UNIT – II  : Structure and Organization of Central Bank in India, USA and UK – Objectives – Central Banking Policy in Developed and Less Developed Countries – A Critical Study of Theory and Practice of Central Banking in India, USA and UK.

UNIT – III  : Development of Commercial Banking in UK, USA and India – Study of Nature and Structure of Commercial Banking in India and Abroad – Theories of Asset Management – Commercial Banks, Recent Developments in Commercial Banking in USA, UK and India.


Suggested Books
7. Prof. N. Vijaya Ratnam & Prof. B. Mohan, Financial Services - Banking & Insurance, Telugu Academy, Hyderabad.
COM302B11 - BANKING AND TECHNOLOGY

UNIT – I  :  IT In Banking


UNIT – II  :  Applications in Banking

Computer based information System for Banking and Electronic Banking, Electronic Fund Management.

UNIT – III  :  Enabling Technologies of Modern Banking

Electronic Commerce and Banking – Customer Relationship Management – Integrated Communication Networks for Banks.

UNIT – IV  :  Security and Control Systems


UNIT – V  :  Planning and Implementation of Information System

Security and Control Aspects of Emerging Banking Technologies – Data Warehousing and Data Mining – Designing and Implementing Computerization in Banking Sector.

Suggested Books

COM303B11 - INSURANCE PRODUCTS AND MANAGEMENT


UNIT – V : Re-insurance: Reasons for Reinsurance – Types of Reinsurance – Alternatives to Traditional Reinsurance – Functions of Reinsurance – Advantages and Disadvantages of Reinsurance.

Suggested Books:
6. Prof. N. Vijaya Ratnam & Prof. B. Mohan, Financial Services – Banking & Insurance, Telugu Academy, Hyderabad.
UNIT – I : Introduction

Need for Security against economic difficulties, risk and uncertain individual life insurance – Nature and uses of life insurance, Life insurance as a collateral, measure of financing business continuation, as protection of property, and as a measure investment.

UNIT – II : Life Insurance Contract


UNIT – III : Life Insurance Risk


UNIT – IV : Life Insurance Policies

Applications in different situations – Important Life insurance Policies – Life insurance annuities – Important legal provisions and judicial pronouncements in India – ULIPS & Traditional Insurance, LIC Act, 1956, IRDA Act.


Suggested Books:

2. Life Insurance Corporation Act, 1956, G.O.I.
COM305B11 - FINANCIAL MARKETS AND SERVICES


Suggested Books

5. Edminister R.C Financial Institution, Marketing and Management
6. West Lake M. Factoring
7. N.Vinaykan A Profile of Indian Capital Market
8. Prof. N. Vijaya Ratnam & Prof. B. Mohan, Financial Services - Banking & Insurance, Telugu Academy, Hyderabad.
COM306B11 - SECURITY ANALYSIS AND INVESTMENT MANAGEMENT


Suggested Books:

IVth SEMESTER
GROUP-B - BANKING, INSURANCE & FINANCIAL SERVICES

COM401B11 - BANKING LAW & PRACTICE

UNIT-I

Banker - Customer Relationship definition and meaning of Banker & Customer, permitted activities of Commercial Banks in India - General & Special features of their relationship - Rights & Duties.

UNIT-II

Deposit Accounts - Opening operations and closure of fixed deposit accounts, recurring account, Savings Account, Current and Deposit Schemes for N.R.I’s.

UNIT-III

Banking Investments - Negotiable instruments (NI) - Types parties to NI’s - Crossing, Endorsements, Payments and Collection of Cheques, Bouncing of Cheques - Implications, various laws affecting bankers.

UNIT-IV

Banking Services - Safe custody, MICR clearing, ATM’s, Credit Cards, Debit Cards, Travelling Cheques, Ombudsman and Customer services, Fraud Detection and control.

UNIT-5

Emerging Trends and Issues - International banking, Euro Banks and Offshore Banking, overview of Banking risks, Corporate governance, Credit Risk Management in Banks - Liquidity Risk Management - Asset Liability Management.

Suggested Books
Unit - I
Nature of Banking Business: official regulation and control over banks in India: Banking Regulation Act, 1949, Reserve Bank of India Act, 1934, Banking companies Act, 1970

Unit - II
Forms of Banking: Branch Banking, Unit Banking, Group Banking, Chain Banking, Business, Correspondent Banking. Process of Bank Management; Branch location policies and decisions, organizational Structure of Commercial Banks in India

Unit - III
Bank Balance Sheet: Management of Assets and Liabilities in banks - Profit, Profitability and Productivity in banks - Management of large sized branches and rural branches. Internal control and Performance budgeting system - Management Information system Income Recognition and asset classification norms

Unit - IV

Unit - V

Suggested Books
UNIT-I

UNIT-II

UNIT-III

UNIT-IV

UNIT-V

References:
1. McNamara principles of Risk Management and Insurance, Addison- Wesley,
2. Dorfman, Introduction to Risk Management and Insurance, PHI.
3. Anand Ganguly Insurance Management PHI, New Delhi,2005
4. George E Resda, Risk Management and Insurance
COM404B11 - INSURANCE: ACTUARIAL


Suggested readings:

1. Donald D.W.A. ‘Compound Interest and Annuities - Certain’ 2nd Ed., Cambridge [Eng.] Published for the institute of Actuaries and the Faculty of Actuaries at the University Press, 1970.
5. Babbel, David F and Graig B Merrill, Valuation of Interest, Sensitive Financial Instruments, Society of Actuaries, Maringale.
9. Course material and books published by ‘Insurance Institute of India;, Mumbai.

UNIT-II Portfolio Selection: Traditional Portfolio Selection - Markowitz Portfolio Model - Sharpe Single Index Model - Portfolio of Two and Three Securities.


UNIT-V Portfolio Revision: Techniques of Portfolio Revision - Portfolio Revision Strategies - Formula Plans - Corporate Portfolio Management in India.

References:


UNIT-V Financial Swaps: Currency Swaps - The Structure of Swaps - Interest Rate Swaps - Equity Swap - Valuation of Financial Swaps - Credit Derivatives - Caps and Floors - Hedging & speculation in Futures, Index futures.

References:
International Business
KRISHNA UNIVERSITY
Department of Commerce and Management Studies
Course Structure for M.com. (International Business Specialization)

**III SEMESTER**

COM301IB11 - Theory of International Trade and WTO
COM302IB11 - International Business Environments
COM303IB11 - International Financial Management
COM304IB11 - International Marketing Management
COM305IB11 - International Human Resource Management
COM306IB11 - Foreign Exchange and Risk Management

**IV SEMESTER**

COM401IB11 - International Accounting
COM402IB11 - International Business Law and Taxation
COM403IB11 - International Business Negotiations
COM404IB11 - Global Supply Chain Management
COM405IB11 - India’s Foreign Trade and EXIM Management
COM406IB11 - International Commodity Markets
THIRD SEMESTER

COM301IB11 - Theory of International Trade


UNIT – V: INTERNATIONAL FINANCIAL INSTITUTIONS: International Monetary Fund (IMF) – The World Bank (IBRD) - International Finance Corporation (IFC) – International Develop Association (IDA)

READING LIST

COM302IB11 - International Business Environment

UNIT – I
International Business: An overview – Types of International Business; The External Environment; The Economic and Political Environment, The Human Cultural Environment; Influence on Trade and Investment Patterns; Recent World Trade and Foreign Investment Trends; Balance of Payments Accounts and Macroeconomic Management;

UNIT – II
Theories and Institutions: Trade and Investment – Government Influence on Trade Investment; Regional Blocks; International production; Internationalisation of Service Firms; Operation Management in International Firms;

UNIT – III
World Financial Environment: Foreign Exchange Market Mechanism; Determinants of Exchange Rates; Euro – currency Market; Offshore Financial Centers; International Banks; Non- Banking Financial Service Firms; Stock Markets; Global Competitiveness;

UNIT – IV
Export Management; Licensing; Joint Ventures Technology and Global Competition; Globalisation and Human Resource Development; Globalisation with Social Responsibility; World Economic Growth and the Environment; Country Evaluation and Selection;

UNIT – V
International Business Diplomacy: Negotiating an International Business, Issues in Asset Protection; Multilateral Settlements; Consortium Approaches; External Relations Approach.

Suggested Readings
COM303IB11 - International Financial Management

UNIT – I
Finance function in an International Context. Additional dimensions in achieving the wealth maximization goal – Scope & relevance to different business entities - Understanding foreign currency risk and exposure – Nature and types of Exposures

UNIT – II

UNIT – III
A brief exposition of significant theories of Exchange Rate determination, Forecasting of Exchange Rates - International Capital Markets, Sources of International Finance, Debt and Equity markets.

UNIT – IV
Export Finance in India, Forfeiting, Role of EXIM Bank - International Capital Structure and Cost of Capital.

UNIT – V

REFERENCE BOOKS:
COM304IB11 - International Marketing Management

UNIT – I
International Marketing: Meaning, Importance and Challenges - Evolution from Exporting to Global Marketing - Concept of Trans National Corporations – participation in the Global Supply Chains - Interconnections between Domestic and International Marketing Strategies

UNIT – II
International Market Selection Decisions: Screening and Evaluation of markets - Selection and Prioritization - International Market Entry: Modes of Entry into Foreign Markets - Selecting the Appropriate Entry Mode - Entry Modes of SMEs, corporate manufacturing and service organizations: The Indian Experience

UNIT – III
International Product Strategy: Global Standardization Versus Localization - Differences in standards, consumer preferences and environmental factors – Glocalization - Building International Brands – Global Branding

UNIT – IV

UNIT – V
International Communication Decisions: Integrated Marketing Communications for International Marketing - Methods of International Promotion - Trade Fair selection and Participation - Role of technology in International Promotion; - Designing and Implementing International Marketing Plan

Prescribed Book:

Suggested Readings:
5. Business India, Business Today
6. Economic Times, Business Line
7. International Business Week
8. Fortune
9. International Market Review
10. Journal of International Business Studies
    Journal of International Marketing


UNIT - V: Organisational Dynamics and HRM: Special Issues in IHRM : Characteristics & Competencies of a Global Manager – Adoptability to the global business environment – Tactical planning for cross-cultural negotiation - Role of Global HR Manager – HRM in cross Border Strategic Alliances / Mergers - Hiring Inpatrte and Expatriate Managers – Managing Ethical Issues in HRM

Reference Books:

1. Dr. Nilanjan Sengupta and Dr. Mousumi S Bhattacharya" International Human Resource Management" EXCEL Books, New Delhi, 2007
2. MONIR H. TAYEB" International Human Resource Management" Oxford University Press, New Delhi
3. Peter J.Dowling and Denice E. Welch” International Human Resource Management” CENGAGE Learning, New Delhi
UNIT – I: FRAMEWORK OF FOREIGN EXCHANGE: Foreign exchange-sources and uses - foreign trade and foreign exchange - balance of payments of India


RECOMMENDED BOOKS:

FOURTH SEMESTER

COM401IB11 - International Accounting

UNIT – 1: INTERNATIONAL ACCOUNTING: AN OVERVIEW:
Development of International Accounting- Scope of International Accounting- Importance of International Accounting- Difficulties in International Accounting- GAAP – IAS and its adaptation in India.

UNIT - 2 : FOREIGN CURRENCY TRANSACTION AND TRANSLATION:
Definition of Foreign Currency transaction and Translation, Need for and issues involved in Foreign Currency Translation, Process of recording foreign (international) Transactions, Accounting Treatment of Forward Currency Translations, Techniques of Foreign Currency Translations, Treatment of Translation Gains and Losses. CONSOLIDATION OF FINANCIAL STATEMENTS: Need for Consolidation- Consolidation Techniques- IAS 27 and Consolidation- Indian Accounting Standard (AS 21) and Consolidation

UNIT – 3: ACCOUNTING FOR PRICE LEVEL CHANGES:

UNIT- 4: TRANSFER PRICING:

UNIT- 5: SEGMENT REPORTING:

References
UNIT I: Legal Environment of International business: International Law and the world’s legal system – International sales, credits and commercial transaction: sales contracts and excuses for nonperformance - the documentary sale and terms of trade – the carriage of goods and the liability for air and sea carriers – Bank collections, trade finance and letters of credit – UN convention on contracts for international sale of goods.

UNIT II: Basic principles of WTO – Laws governing access to foreign markets – regulating import competition and unfair trade – Imports, customs and Tariff law – the regulation of exports – Northern American free trade law – The European Union and other regional trade areas.


UNIT IV: International Taxation Theory - The evolution of international taxation; description and extensions of the capital income effective tax rate literature - Empirical modeling of spatial interdependence in tax competition - Labor mobility and income tax competition - Optimal International Taxation in Practice - Globalization, multinationals and tax base allocation: advance pricing agreements as shifts in international taxation; Documentation of transfer pricing.

UNIT V: Corporate tax competition and coordination in the European Union - Corporate taxation in Europe: competitive pressure and cooperative targets - The economics of taxing cross-border savings income: an application to the EU savings tax - Tax misery and tax happiness: a comparative study of selected Asian countries.

Reference


UNIT III : Negotiating sales, export transaction and agency agreements – negotiating licensing agreements – Negotiating international joint venture – project negotiations – Cooperative negotiation for mergers and acquisitions.


UNIT V : Ethics in negotiations – Communication in negotiations – Negotiation power and relationships in negotiations – Best practices in negotiations – Business Etiquette – Assertive skills – Personality and negotiation skills.

Reference


UNIT- II: Supply Chain Sales Forecasting: Forecasting in the supply chain - Evolution and growth of production in S.C.M : Supply Chain Production – Standard Methods of Production


UNIT–IV: Inter Functional Coordination in S.C.M: Inter -Corporate Corporation in S.C.M - Measuring Performance in the Supply Chain

UNIT – V: Managing the Supply Chain: Managerial and Research Implications.

Reference:
2. Rahul v.altekar- Prentice/hall of India - New delhi-110001, 2005
5. Donald j bowersox ,Davi j closs, M bixby cooper  Tata mcgraw hill publishing company limited New Delhi , 2008 - Supply Chain Logistics Management.
UNIT –I: Global trade and its growth – India’s relative position in World Trade - Trends in India’s Foreign Trade: Direction and composition of India’s foreign trade; India’s Balance of trade and Balance of Payments - Export – Import policy; Export promotion and institutional set-up; Deemed exports; Rupee convertibility and impact on foreign Trade.

UNIT –II: Instruments of Export Promotion: Export assistance and promotion measures; EPCG scheme; Import facilities; Duty exemption schemes; Duty drawback; Tax concessions; Marketing assistance; Role of export houses, trading houses and state trading organizations;

UNIT –III: Export-Import Procedure and Documentation: Basic documents used in international trade-export letter of credit - processing of an export order - excise duty and sales tax procedure - pre-shipment documentation - standardization procedure for export by sea, inland container depots, container freight stations, export by air, courier service, land and river, export by post. Collection, negotiation of export documents - registration, formalities with export promotion councils, FIEO, export promotion schemes, incentives to exporters - Registration formalities - opening of letter of credit for import. Retirement of import documents. Customs procedure for clearing of imported goods


REFERENCES:


UNIT V: Participants of commodity trading – international trading companies – problems and prospect in international commodity trading.

Reference