

BBCG 106	Contracts in International Business	L	T	P	C
Version 1.0		3			3
Pre-requisites/Exposure	Basic knowledge of trade documents and business laws				
Co-requisites					

Course Objectives

The objectives of this course are:

1. Knowledge: Basic and broad knowledge in contracts in international business in management. Ability to apply concepts, principles and theories to understand simple business laws.
2. Global Perspective: Awareness of the different types of contracts.
3. Awareness of the global business laws and its impacts on businesses.

Course Outcomes

On completion of this course, the students will be able to:

- CO1. Explain the concepts of contracts in international business with respect to foreign trade
- CO2. Apply the contracts to current business environment
- CO3. Analyse the principle of international business and strategies adopted by firms to expand globally
- CO4. Integrate concept of business law with foreign trade

Catalog Description

Being an undergraduate level program of Foreign Trade, it is imperative for a student to have an understanding of contracts in international business in terms of business and foreign trade, which takes place. The various types of contracts of business laws in Indian context and carrying foreign trade (conditions and warranties) etc. to be understood by the students pursuing this program. Apart from reading, the references mentioned below, they need to develop habit of reading some economic newspapers, which equips them with latest developments taking place in the area of business laws being followed by companies engaging in foreign trade, and apply the knowledge in practical aspects. Reading newspaper will help them to understand the concepts better and keep updated with national and global business environment.

Course Content

1. **Unit I:** Introduction-Meaning ,need of contracts in commercial relationship, Role of contracts in international commerce 10-lecture hours

2. **Unit II:** Principles of contract drafting-Note on international negotiation, strategy of pre-contractual negotiation, Principles of international contract law, structure of agreement, proactive contracting, contract design 8-lecture hours
 3. **Unit III:** Common international contractual clause-confidentiality clause, Penalty clause, Force majeure clause, Exemption clause, Refusal clause, Termination clause
 4. International sales and service contract-trade terms and Incoterms, Sales contract, Export-Import contract, Independent contractor contract, commercial agency contract, consulting and services contract, service contract, carriage of goods contract 10 lecture hours
- Unit IV:** The Information Technology Act 2000 8 lecture hours

Reference Books

1. **Contracts and their Management: B SRamaswamy , 4th edition (Lexis Nexis),**
2. **Contracts and Arbitration for Managers: Anurag K Agarwal. Sage Publication.**

Modes of Evaluation: Quiz/Assignment/ presentation/ extempore/ Written Examination Examination Scheme:

Components	MSE	IA			ESE
		Assignment	Case Study	Presentation	
Weightage (%)	20	10	10	10	50
Total		30			

Relationship between the Course Outcomes (COs) and Intended Student Learning Outcomes (ISLOs) or PO's

Mapping between COs and Intended Student Learning Outcomes (ISLOs)		
	Course Outcomes (COs)	Mapped Intended Student Learning Outcomes (ISLOs)/ PO's
CO1	Explain the business concepts in the functional areas of foreign trade/international business	PO1, PO 2, PO 3, PO 4, PO 5, PO 6, PO 7, PO 8, PO 9, PO 10,11
CO2	Apply the current laws to evaluate the foreign trade in terms of economic, social and legal aspects of business contracts	PO1 PO 3, PO 4, PO 5, PO 6, PO 7, PO 8, PO 9, PO 10,12

CO3	Analyse the principle of business contracts adopted by firms to conduct foreign trade	PO1, PO 2, PO 3, PO 5, PO 6, PO 7, PO 8, PO 9, PO 10,11
CO4	Integrate concept in business contracts laws with functioning of foreign trade	PO1, PO 2, PO 3, PO 4, PO 5, PO 7, PO 8, PO 9, PO 10,11,12


Course Outcomes	CO 1	CO 2	CO 3	CO 4
PO 1	3	3	3	2
PO 2	3	3	3	2
PO 3	3	3	3	2
PO 4	3	1	1	2
PO 5	2	1	1	1
PO 6	2	2	2	2
PO 7	3	2	1	2
PO 8	3	3	3	3
PO 9	1	1	1	1
PO 10	2	2	2	2
PO 11	1	1	1	1
PO 12	2	2	2	2

BBCG 106	International Business	ISLO /PO1	ISLO /PO 2	ISLO /PO 3	ISLO /PO 4	ISLO /PO 5	ISLO /PO 6	ISLO /PO 7	ISLO /PO 8	ISLO /PO 9	ISLO /PO 10	ISLO /PO 11	ISLO /PO 12
	CO	3	3	3	2	1	2	2	3	1	2	3	1
		Students will demonstrate strong conceptual knowledge of international business	Students will demonstrate effective oral and written communication skills in the professional context	Students will be able to work effectively in team building capabilities	Students will develop critical thinking and problem-solving skills applicable to business and management practice	Students will be able to describe the global environment of business	Student will demonstrate sensitivity towards ethical and moral issues and have ability to address them in the international	Students will be able to apply decision support tools to business decision making.	Student will be able to apply knowledge of business concepts and function in an integrated manner	Students will demonstrate conceptual domain knowledge of international business	Students will apply decision support tools to decision making in international business	Students will apply conceptual knowledge of Foreign Trade in an integrated manner.	Students will demonstrate employable and deployable skills for appropriate roles in management.

1=weakly mapped
2= moderately mapped
3=strongly mapped

SAMPLE IS GIVEN BELOW FOR BUSINESS LAWS

Model Question Paper

Name: Enrolment No:			
Course: BBFT 111 Contracts in International Business Programme: B.B.A FT Semester: 2016-17 Time: 03 hrs. Max. Marks:100			
Instructions: Attempt all questions from Section A (20); any Two Questions from Section B (Attempt any 5 questions each carrying 4 marks). Section C (Attempt 3 questions each carrying 10 marks). Section C (Attempt 2 questions each carrying 15 marks).			
Section A (10*2=20 Marks)			
1.	Question I. Fill in the Blanks with correct answer. (5x2=10 marks) <ul style="list-style-type: none"> • Offer, _____ and _____ are the three contract Principles. • A basic clause of any contract is _____, which enables the parties to enter in a contract for long term and mutual benefits. • Contract languages are of two types namely _____ & _____. Question II. Write the full forms of abbreviations of the following . (5x2=10 marks) <ul style="list-style-type: none"> • CTBT. • NSG. • ULF. • SOP. • SLA. 	[20]	CO1,2
SECTION B (5*4=20 Marks)			
2.		(20)	CO 2

