

BBFT104	<b>Introduction to trade Logistics</b>	L	T	P	C
<b>Version 1.0</b>		3	0	0	3
<b>Pre-requisites/Exposure</b>	12 <sup>th</sup> level				
<b>Co-requisites</b>	Understanding of logistics Function				

### Course Objectives

1. To understand Global Operations management and the role of Logistics & Supply Chain in Global operations.
2. To understand the various modes of transport used in International logistics, their comparative strengths and weaknesses, cost aspects and infrastructure requirements.
3. To understand Import & export documentation requirements from the viewpoint of the business and regulations governing international trade including tariff and trade regulations. They should also develop a deep understanding of the various methods of financing international trade.
4. To understand the role of all the parties involved in managing international trade including business partners such as CHA, NVOCC, MTO, and other 3PL and 4PL companies.
5. To understand the role of trade blocs, both regional and global and their evolution. An in depth understanding of India's place in international trade and bottlenecks in policy and execution at the domestic level.

### Course Outcomes

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

- CO1. Explain the concepts and the functions and activities involved in logistics;.
- CO2. Apply the logistics plans for shipping of goods to international destinations;
- CO3. Analyze the optimal financing options for International Trade.
- CO4. Integrate concept of International Logistics & Supply Chain partners and service provider with foreign trade

### Catalog Description

This course is designed to provide students with an understanding of the complexities of global trade, its impact on logistics, and key areas of concern for international logistics managers. The essentials of the course will encompass the several important elements of international logistics such as transport modes, nodes and hubs and corridors. It will also cover elements of the contemporary context of international logistics, including global trade production and distribution, global outsourcing and changing patterns of international trade, as well as developments in the technologies and competencies in transportation and logistics operations. Additionally, it will examine the prevailing international trade regulatory environment and its resultant impacts on global logistical systems, facilities and processes. Special focus is given to the challenges and opportunities in the emerging international logistics environment.

### Course Content

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**Unit I:****4 Hours**

INTRODUCTION-Introduction to international trade volume, historical development, trade logistics definition, components & its economic importance. Role of globalization in shaping up the world economy. Various protectionism approaches followed by government. Importance of free trade area, trade blocs and their roles in International trade. role of International agencies like IMF, WTO, World Bank etc.

**Unit II:****4 Hours**

ENTRY INTO FOREIGN MARKET- Indirect exporting, direct exporting, active exporting, licensing its advantages and disadvantages, franchising, contract manufacturing production abroad-contract manufacturing, joint ventures, turnkey projects, parallel imports.

**Unit III:****6 Hours**

CONTRACTS & INCOTERMS- Sales contract, Importance of contracts, Contract formulation, agency vs distributorship legal issues, incoterms and its importance in International trade.

**Unit IV:****6 Hours**

TERMS OF PAYMENT- Open account, Letter of credit, types of letter credits, purchasing cards, bank guarantees, overdraft, packing credit.

CURRENCY OF PAYMENT- Currency exchange rates, international banking institutions, exchange rate forecasting

**Unit V:****6 Hours**

COMMERCIAL DOCUMENTATION & INSURANCE- Invoices, export document, import document, transportation document, electronic data interchange, Marine insurance policy, airfreight policy

**Unit II:****5 Hours**

TRANSPORTATION- Ocean & air transportation- types of vessel, aircrafts, intermodal transportation, freight forwarders, alternative means of transportation. Role of freight forwarders, chartering and types of chartering.

**Unit II:****5 Hours**

PACKAGING & CUSTOM CLEARANCE- Packaging objectives, ocean cargo, containers, road & rail transport packaging, hazardous cargo, custom clearing process

### Text Book

1. David Pierre – International Logistics, Biztantra 2009

### Reference Books

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

Components	MSE	IA	ESE
Weightage (%)	20	30	50
		<ul style="list-style-type: none"><li>• Case Presentation (30 Marks)</li><li>• Online Assignments (40 Marks)</li><li>• Quiz (30 Marks)</li></ul>	

### Relationship between the Course Outcomes (COs) and Program Outcomes (POs)

Mapping between COs and POs		
	Course Outcomes (COs)	Mapped Programme Outcomes
CO1	Explain the concepts and the functions and activities involved in logistics;	PO1, PO3, PO4
CO2	Apply the logistics plans for shipping of goods to international destinations;	PO5, PO10
CO3	Analyze the optimal financing options for International Trade.	PO8, PO11
CO4	Integrate concept of International Logistics & Supply Chain partners and service provider with foreign trade	PO9, PO10, PO7, PO12

		Students will demonstrate strong conceptual knowledge of											
		Students will demonstrate effective oral and written											
		Students will be able to work effectively in teams and											
		Students will be able to evaluate the legal, social and											
		Students will be able to describe the global environment of											
		Students will demonstrate sensitivity towards ethical and											
		moral issues and have ability to address them in the course of											
		Students will be able to apply decision-support tools to											
		Students will be able to apply knowledge of business concepts											
		Students will demonstrate conceptual domain knowledge of the											
		Students will apply decision-support tools to decision making											
		in foreign trade sector											
		Students will apply conceptual knowledge of foreign trade											
		sector in an integrated manner.											
		Students will demonstrate employable and deployable skills for											
		appropriate roles in management											
Course Code	Course Title	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
BBFT104	Introduction to trade Logistics	3	3	2	2	3	3	1	1	3	2	2	1


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

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

<b>PO 12</b>	2	2	2	2
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1=weakly mapped  
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3=strongly mapped

## Model Question Paper

<b>Name:</b>  <b>Enrolment No:</b>			
<b>Course: BBFT104 Introduction to trade logistics</b>			
<b>Programme: BBA (Foreign Trade)</b> <b>Time: 03 hrs.</b>	<b>Semester: III</b> <b>Max. Marks: 100</b>		
<b>Instructions:</b> <b>Note: All sections are compulsory &amp; this question paper carries 4 sections.</b>			
<b>Section A (20)</b> <b>Attempt all questions in this section</b>			
1.	<p><b>Q-1 a.</b> Write the full form of the following- (1*10=10 marks)</p> <ul style="list-style-type: none"> <li>i. IGM</li> <li>ii. DGCA</li> <li>iii. NAFTA</li> <li>iv. MTC</li> <li>v. CFS</li> <li>vi. IMO</li> <li>vii. IATA</li> <li>viii. SDR</li> <li>ix. NVOCC</li> <li>x. CHA</li> </ul>	(1*10=10 marks)	CO 1,2, 3,4,5
	<p><b>b. Fill in the blanks-</b></p> <ul style="list-style-type: none"> <li>i. _____ is an example of intellectual property right.</li> <li>ii. The specialized containers used in air transport are known as _____.</li> <li>iii. _____ are ships that ply fixed routes on published schedules.</li> <li>iv. A _____ duty rate is a rate of duty that is lower than the normal tariff duty rate in the tariff of a country.</li> </ul>	(1*10=10marks )	CO 1,2, 3,4,5

	<p>v. _____ occurs when firms sell goods below a ‘fair market price’ e.g. below cost, because of excess supply.</p> <p>vi. _____ is a type of protectionism that sets a physical limit on the quantity of a good that can be imported into a country in a given period of time.</p> <p>vii. GATT was replaced by the _____ in 1995.</p> <p>viii. A _____ is an agreement between two or more parties that creates an obligation on all parties to perform (or not perform) a particular action or set of related actions.</p> <p>ix. A _____ is an auxiliary commercial document that conveys the exporter’s quoted prices, description, quantity and quality of for sale of goods to the importer.</p> <p>x. _____ is a set of processes required to purchase goods and services in a supply chain.</p>		
<p><b>SECTION B (20 Marks)</b>  <b>Attempt any 4 question, each question carries 5 marks only</b></p>			
2.	<p>Q-2. Write short note on any four-</p> <p>a. Responsive supply chain with example.</p> <p>b. Bonded Warehouse</p> <p>c. Cold Chain Logistics</p> <p>d. Bill of Entry</p> <p>e. Force Majeure</p>	<p><b>(5*4= 20 marks)</b></p>	<p>CO 2, 3,4</p>
<p><b>SECTION C(30 marks)</b>  <b>(Attempt any 3 question, each question carries 10 marks only)</b></p>			
3.	<p>Q-3. Write a note on-</p> <p>a) Western Freight Corridor (DFCC)</p> <p>b) CONCOR and its contribution in the field of multimodal transportation.</p> <p>Q-4. What are Freight Forwarders? What is their importance in international transportation?</p> <p>Q-5. What is a negotiable bill of lading? Explain the characteristics of negotiable bill of lading.</p>	<p><b>(10 x 3=30 marks)</b></p>	<p>CO -1, 2, 3, 4</p>

	Q-6. Why Arbitration is preferred in resolving dispute between International partners instead of going to courts?		
	<b>SECTION D (30 marks)</b> <b>Attempt any one question out of the two &amp; provide the solution</b>		
Q-7	Q.7. Explain packaging and its importance in International business? Write is the significance of markings in packaging with examples. Also, explain what all consideration the exporter has to keep in mind in regard to packaging with reference to international trade.	(15 marks)	CO1
Q-8	Q.8. What are ICDs and how they are different from sea ports? What is the importance of an ICD in International transportation? What are different facilities offered at ICDs?	(15 marks)	CO2