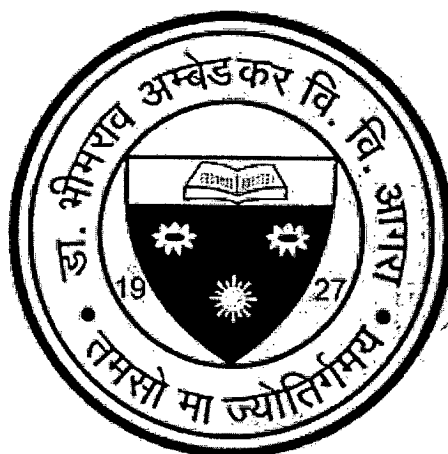


DR.BHIM RAO AMBEDKAR UNIVERSITY
AGRA



Graduate/Four Years Undergraduate/Postgraduate
Programme under NEP2020

Bachelor of Commerce (Vocational)

B.Com (Vocational)

In

Foreign Trade

Faculty of Vocational Commerce

FYUGP of UGC
(To be in effect from 2025-26 Session)
B.Com (Vocational) in Foreign Trade

Year	Sem	Course Code	Paper Title	Theory/ Practical	Credits
1	I	C040101T	Basic of Foreign Trade	Theory	6
		Choose any One			
		C040104T	Business Statistics	Theory	6
		C040105T	Business Communication	Theory	6
		C040106T	Business Regulatory Framework	Theory	6
1	II	C040201T	India's Foreign Trade	Theory	6
		Choose any One			
		C040204T	Business Economics	Theory	6
		C040205T	Business Management	Theory	6
		C040206T	Financial Accounting	Theory	4
		C040207P	Computerized Accounting	Practical	2
2	III	C040301T	Elements of Export Marketing	Theory	6
		Choose any One			
		C040304T	Inventory Management	Theory	6
		C040305T	Essentials of E-Commerce	Theory	6
		C040306T	Cost Accounting	Theory	6
2	IV	C040401T	Foreign Trade Financing & Procedures	Theory	6
		Choose any One			
		C040404T	Financial Institute & Markets	Theory	6
		C040406T	Fundamentals of Marketing	Theory	4
		C040407P	Digital Marketing	Practical	2
		C040405T	Income Tax Law and Accounts	Theory	6
3	V	C040501T	Shipping Insurance	Theory	5
		C040504T	Goods and Services Tax	Theory	5
		C040505T	Business Finance	Theory	5
		Choose any One			
		C040506T	Human Resource Management	Theory	5
		C040507T	Corporate Accounting	Theory	5
3	VI	C040601T	Foreign Trade documentation and Procedure	Theory	5
		C040607T	Fundamentals of Entrepreneurship	Theory	5
		C040605T	Business Ethics and Corporate Governance	Theory	5
		Choose any One			
		C040604T	Accounting for Managers	Theory	5
		C040606T	Auditing	Theory	5

Manish

GLE for

Supriya
25/07/2025

Year-Wise Course Structure of B.Com (Vocational) in Foreign Trade

Cumulative Minimum Credits Required for Award of Certificate/ Diploma/ Degree	Year	Sem.	Subject I	Subject II	Subject III	Vocational skill Enhancement Course (SEC) with summer Internship	Co-Curricular Ability	Research Project / Dissertation/ Internship/ Field or Survey work	Minimum Credits for the year
			Major (Core)	Major (Core)	Minor	Minor	Minor	Major	
			6 Credits	6 Credits	6 Credits	3 Credits	2 Credits	3/4 Credits	
			Own Faculty	Own/Other Faculty	Other/ Own Faculty	Vocational skill Enhancement Course (SEC) with summer Internship	Co-Curricular Ability	Inter/ Intra Faculty related to main subjects	
(40) Certificate in Faculty	1	I	Basics of Foreign Trade (5 Credit)	Business Statistics (6) Or Business Communication (6) Or Business Regulatory Framework (6) (6 Credit)	(Choose any one) (6 Credit)	(3 Credit)	First aid and Basic Health (2 Credit)		40
		II	India's Foreign Trade (6 Credit)	Business Economics (6) Or Business Management (6) Or Financial Accounting (4) + Computerized Accounting (2) (6 Credit)		Computer Office Management (VOCOM102) (3 Credit)	Human Values and Environment Studies (2 Credit)		

(40+40 = 80)
Diploma
in
Faculty

2	III	Elements of Export Marketing (6 Credit)	Inventory Management (6) Or Essentials of E-Commerce (6) Or Cost Accounting (6) (6 Credit)	(Choose any one) (6 Credit)	(3 Credit)	Physical Education and Yoga (2 Credit)		40
	IV	Foreign Trade Financing & Procedures (6 Credit)	Financial Institutes & Markets (6) Or Fundamentals of Marketing (4) + Digital Marketing (2) Or Income Tax Law and Accounts (6) (6 Credit)			Social Responsibility and Community Engagement (2 Credit)	Project Work (2 Credit)	

(80 + 40 = 120) 3-year UG Degree	3	V	Shipping Insurance (5) (And) Goods and Services Tax (5) (And) Business Finance (5) (5 Credit)	Human Resource Management (5) Or Corporate Accounting (5) (5 Credit)					
		VI	Foreign Trade Documentation & Procedures (5) (And) Fundamentals of Entrepreneurship (5) (And) Business Ethics and Corporate Governance (5) (5 Credit)	Accounting For Managers (5) Or Auditing (5) (5 Credit)					40

Year Wise Structure of Faculty of Commerce UG
(B.Com. Vocational) Foreign Trade Practices & Procedures

BASICS OF FOREIGN TRADE

BASICS OF FOREIGN TRADE		
Programme:B.Com.(Voc)Foreign Trade	Year:I	Semester:I
Subject:Commerce		
CourseCode:	CourseTitle:Basics of Foreign Trade	
Courseoutcomes: • ToIntroduce the concept of Foreign Trade as a system and the theories that underlie it; and also to familiarize the students with the basics, mechanisms operating in Foreign Trade		
Credits:	Core Compulsory/Elective: Compulsory	
Max.Marks:25+75	Min.Passing Marks:10+25	
Total No. of Lectures:90		
Unit	Topics	No. of Lectures
I	Introduction: Meaning of Foreign Trade, (International) Trade and Domestic Trade, Difference between Foreign Trade and Domestic Trade, Interdependence of Countries, Advantages and Disadvantages of Foreign Trade, Nature, Scope and Importance of Foreign Trade, Types of Foreign Trade	20
II	Theories of International Trade: Classical Theory of International Trade, Theory of Absolute Advantages, Ricardian Theory of Comparative Costs, Modern (Heckscher-Ohlin) Theory of International Trade, Criticisms of Traditional and Modern Theories, Gains from International Trade	25
III	International Trade Environment: Meaning of International Trade Environment, Components of International Trade Environment, Different types of Environment- Demographic, Social, Cultural, Economic, Political, Legal, Technological, Competitive and current scenario	20
IV	International Trade Organizations & Regional Economic Groupings: GATT, WTO, Principles of WTO, Functions of WTO, UNCTAD, ASEAN, SAARC, BRICS, APEC, NAFTA, Advantages and Disadvantages of Regional Economic Grouping,	25
	Trade Barriers- Tariff and Non-Tariff Trade Barriers	

Amph

CB

pr R

Signature
25/07/2025

Suggested Readings:

1. KhushpatS, Jain, Apexa Jain, Foreign Trade- theory, Procedures, Practices & Documentation, Himalaya Publication
2. Bimal Jaiswal, International Business, Himalaya Publishing House
3. V Sharan, International Business, Pearson
4. Neeta Vaydande, Basics of Foreign Trade, BSSS
5. Anne Krueger, International Trade, Oxford P Subba Rao, Intern

Al w/r

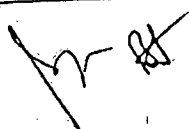
GB pm

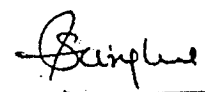
Sample:
28/07/2017

BUSINESS STATISTICS

Programme:B.Com.(Voc)For eign Trade		Year:I	Semester:I
Subject:Commerce			
CourseCode:C010102T		CourseTitle:Business Statistics	
Courseoutcomes: Thepurposeofthispaperistoinculcateanalyticalability amongthestudents.			
Credits:6		CoreCompulsory/Elective:Compulsory	
Max.Marks:25+75		Min.PassingMarks:10+25	
TotalNo.ofLectures:90			
Unit	Topics		No.of Lectures
I	IndianStatistics:Meaning,AboutfatherofIndianStatistics(Pro f. Prasanta ChandraMahalanobis). Introduction to Statistics: Meaning, Scope, Importanceand Limitation, Statistical Investigation- Planning andorganization,Statisticalunits,MethodsofInvestigation,Ce nsusandSampling.CollectionofData- Primary and Secondary Data, Editing of DataClassificationofdata,FrequencyDistributionand Statistical Series, Tabulation of Data Diagrammaticaland GraphicalPresentationofData.		20
II	Measures of Central Tendency – Mean, Median, Mode,GeometricandHarmonicMean;Dispersion– Range,Quartile, Percentile, Quartile Deviation, MeanDeviation,StandardDeviationanditsCo- efficient,Co- efficientofVariationandVariance,TestofSkewnessandDisper sion,ItsImportance,Co-efficient ofSkewness.		25
III	Correlation- Meaning,application,typesanddegreeofcorrelation,Methods- ScatterDiagram,KarlPearson's CoefficientofCorrelation,Spearman'sRankCoefficientofCor relation.		25
IV	Index Number:- Meaning,Types and Uses,MethodsofconstructingPriceIndexNumber,Fixed- BaseMethod, Chain-Base Method, Base conversion, Baseshifting deflating and splicing. Consumer Price IndexNumber, Fisher'sIdealIndexNumber. ReversibilityTest- TimeandFactor; AnalysisofTimeSeries:- Meaning,ImportanceandComponentsofaTimeSeries.Decomp ositionofTime Series: - Moving Average Method and Method of Leastsquare.		20






 25/07/2020

Suggested Readings:

1. Heinz, Kohler: Statistics for Business & Economics, Harper Collins;
2. Gupta, S.C. Fundamental of Statistics, Himalaya Publication.
3. Sharma J.K., Business Statistics, Pearson Education.
4. Gupta S.P. & Gupta Archana, Elementary Statistics, (English and Hindi) Sultan Chand & Sons, New Delhi.

Note: Latest edition of the text books should be used.

This course can be opted as an elective by the students of following subjects: Open for all

Suggested Continuous Evaluation Methods: Continuous Internal Evaluations shall be based on allotted Assignment and Class Tests. The marks shall be as follows:

Al mfr

AB pr BT

Gurpreet
25/07/2015

BUSINESS COMMUNICATION

Programme:B.Com.(Voc))Foreign Trade.		Year:I	Semester:First
Subject:Commerce			
CourseCode:C010103T		CourseTitle:BusinessCommunication	
Course outcomes: Toacquireskillsinreading,writing,comprchensionandcommunication,andalsotouse electronicmedialforbusinesscommunication.			
Credits:6		CoreCompulsory/Elective:Elective	
Max.Marks:25+75		Min.PassingMarks:10+25	
TotalNo.ofLectures:90			
Unit	Topics		No.of Lectures
I	Introduction Process and Importance of Communication, Types ofCommunication(verbal&NonVerbal),Differentforms of Communication. Barriers to Communication:LinguisticBarriers,PsychologicalBarriers,I nterpersonalBarriers,CulturalBarriers,PhysicalBarriers,Orga nizationalBarriers.Role,effectsandadvantages of technology in Business Communicationlikeemail,textmessaging,instantmessaginga ndmoderntechniqueslikevideoconferencing,socialnetworkin g.Strategicimportanceofe-communication.		22
II	NON-Verbal Aspects of Communicating: BodyLanguage, Kinesics, Proxemics, Paralanguage.EffectiveListening:Principlesof Effectivelisting,Factorsaffectinglisteningexercises,Oral,W rittenandvideosessions,Interviewingskills:Appearingininter views,Writingresumeandletterofapplication.Modernformsof communicating:E-Mail,VideoConferencing etc.		21

Handwritten signatures and initials:
 M. Singh
 G. S. Pr. S.

Handwritten signature and date:
 Singh
 25/07/2015

III	Business language and presentation Importance of Business language, Vocabulary Words often confused Words often misspelt, Common errors in English. Oral Presentation Importance, Characteristics, Presentation Plan, Powerpoint presentation, Visual aids. Writing skills: Planning business messages, Rewriting and editing, The first draft and Reconstructing the final draft. Office Correspondence: Official Letter, Semi Official Letter And Memorandum.	31
IV	Report Writing Identify the types of reports, define the basic format of a report, identify the steps of report writing, write a report meeting the format requirements, determine the process of writing a report, importance of including visuals such as tables, diagrams and charts in writing report, apply citation rules (APA style documentation) in reports.	16

Suggested Readings:

1. Lesikar, R. V. & Flatley, M. E.; Basic Business Communication Skills for Empowering the Internet Generation, Tata McGraw Hill Publishing Company Ltd. New Delhi.
2. Bovee, and Thill, Business Communication Today, Pearson Education
3. Shirley, Taylor, Communication for Business, Pearson Education
4. Locker and Kaczmarek, Business Communication: Building Critical Skills, TMH
5. Misra, A. K., Business Communication (Hindi), Sahitya Bhawan Publications Agra Note-

Latest edition of the textbooks should be used.

This course can be opted as an elective by the students of following subjects: Open for all

Suggested Continuous Evaluation Methods: Continuous Internal Evaluation shall be based on allotted Assignment and Class Tests. The marks shall be as follows:

M. Singh *GA* *pr* *SS*

Singh
25/07/15

BUSINESS REGULATORY FRAMEWORK

BUSINESS REGULATORY FRAMEWORK		
Programme: B.Com. (Voc) Foreign Trade	Year: I	Semester: I
Subject: Commerce		
Course Code: C010303T	Course Title: Business Regulatory Framework	
Course outcomes: The objective of this course is to provide a brief idea about the framework of Indian Contract Act, 1872 and Sale of Goods Act, 1930.		
Credits: 6	Core Compulsory/Elective: Elective	
Max. Marks: 25+75	Min. Passing Marks: 10+25	
Total No. of Lectures: 90		
Unit	Topics	No. of Lectures
I	Indian Contract Act, 1872: Definition & Nature of Contract, Classification; Offer & Acceptance; Capacity of Parties; Free Consent; Consideration; Legality of Objects.	20
II	Void Agreements; Performance of Contracts; Discharge of Contract; Contingent Contracts; Quasi Contracts; Remedies for Breach of Contract; Special Contracts: Indemnity & Guarantee; Bailment & Pledge; Contract of Agency.	24
III	Sale of Goods Act, 1930: Contract of Sale of Goods, Conditions & Warranties; Transfer of Ownership; Performance of the Contract: Remedial Measures; Auctionable Claims.	25
IV	Negotiable Instrument Act: Cheque, Promissory Note, Bill of Exchange, Crossing of Cheque, Dishonour of Cheque, Payment in due Course.	21
Suggested Readings: 1. Sharma Rachita; Business Regulatory Framework; Navyug Publication, Agra 2. Sharma, Sanjeev, Business Regulatory Framework, Jawahar Publication, Agra 3. Kuchal M.C: Business Law; Vikas Publishing House, New Delhi. 4. Chandha P.R: Business Law; Galgotia, New Delhi. 5. Kapoor N.D: Business Law; Sultan Chand & Sons, New Delhi. (Hindi and English) 6. Desai T.R.: Indian Contract Act, Sale of Goods Act and Partnership Act; S.C. Sarkar & Sons Pvt. Ltd., Kolkata. 7. Tulsian, P.C., Business Law, New Delhi, Tata McGraw Hill. 8. Sharma, Sanjeev, Business Regulatory Framework, Jawahar Publication, Agra Note-Latest edition of the textbook should be used. This course can be opted as an elective by the students of following subjects: Open		

Alm/h *AB pr*

Singh
25/07/2015

INDIA'S FOREIGN TRADE

INDIA'S FOREIGN TRADE		
Programme: B.Com. (Voc) Foreign Trade	Year: I	Semester: II
Subject: Commerce		
Course Code:	Course Title: India's Foreign Trade	
Course outcomes: To familiarize the students with the position of India's Foreign Trade, EXIM Policies, Legal Framework, Composition, Direction and various Measures adopted by the Government for Promotion of its Exports		
Credits:	Core Compulsory/Elective: Compulsory	
Max. Marks: 25+75	Min. Passing Marks: 10+25	
Total No. of Lectures: 90		
Unit	Topics	No. of Lectures
I	<i>Introduction: An Analysis of India's Foreign Trade, Growth of India's Foreign Trade, Composition and Direction of India's Foreign Trade, prospects and challenges to India's Foreign Trade Development</i>	20
II	<i>Regulatory Framework for Foreign Trade and Foreign Trade Policy: Laws Governing India's Foreign Trade, The Customs Act 1962, The Foreign Trade (Development and Regulation) Act, 1992, FEMA, 1999, FERA 2000, Central Board of Excise and Customs, EXIM Policy- overview, objectives, ITC (HS), Current EXIM Policy, Board of Trade, International Commercial Practices</i>	25
III	<i>Institutional Framework for Foreign Trade: Role of Export Promotion Councils, Department of Commerce, DGFT, APEDA, Commodity Boards, State Trading Corporation of India,</i>	20
IV	<i>Policy Assistance and Initiatives: Incentives and Assistance for Exporters, Duty Drawback, EPCG Scheme, SEZs, EOU, Towns of Export Excellence (TEE), EHTPs, STPs, AEZ, Exports from India Scheme and other latest amendments.</i>	25

Handwritten signatures and initials:

Signature
25/07/25

Suggested Readings:

1. KhushpatS, Jain, ApexaJain, Foreign Trade- Theory, Procedures, Practices & Documentation, Himalaya Publication
2. Bimal Jaiswal, International Business, Himalaya Publishing House
3. Raj Agarwal, India's Foreign Trade, Excel Books
4. PK Rai, Jayant Kumar, Foreign Trade Policy of India, Orange Books Publications

[Handwritten signature]

[Handwritten signature]

[Handwritten signature]
21/02/2021

BUSINESS ECONOMICS

BUSINESS ECONOMICS			
Programme: B.Com. (Voc) Foreign Trade		Year: I	Semester: II
Subject: Commerce			
Course Code: C010205T		Course Title: Business Economics	
Course outcomes: Business Economics objectives of this course is meant to acquaint the students with the principles of Business Economics as applicable in business.			
Credits: 6		Core Compulsory/Elective: Compulsory	
Max. Marks: 25+75		Min. Passing Marks: 10+25	
Total No. of Lectures: 90			
Unit	Topics	No. of Lectures	
I	Famous Economists of India like- Kautilya, Gopal Krishna Gokhale, D.R. Gadgil, Dr. Ram Manohar Lohia, Jawaharlal Nehru and Dr. B.R. Ambedkar etc. Introduction: Nature And Scope Of Business Economics, Meaning, Kinds, Law Of Demand, Law Of Marginal Diminishing Utility, Elasticity Of Demand, Concept And Measurement Of Elasticity Of Demand, Price, Income Cross, Elasticity Determinants Of Elasticity Of Demand Importance Of Elasticity Of Demand.	22	
II	Theory Of Cost: Short Run And Long Run Cost Curve Traditional And Modern Approaches. Production Function: Law Of Variable Proportion; Properties Ridge Line, Optimum Factor Combination And Expansion Path; Return To Scale; Internal And External Economics And Diseconomies.	31	
III	A. Perfect Competition: Meaning, Price And Output Determination. B. Monopoly: Meaning And Determination Of Price Under Monopoly; Equilibrium Of A Firm/Industry. C. Monopolistic Competition: Meaning And Characteristics; Price And Output Determination Under Monopolistic Competition.	21	

Handwritten signature

Handwritten signature

Handwritten signature
29/07/20