UNIVERSITY OF RAJASTHAN
JAIPUR

SYLLABUS

M.Com. (International Business)

Annual Scheme

Part-I (Previous) Examination  2019
Part-II (Final) Examination    2020
MASTER of INTERNATIONAL BUSINESS

SCHEME of EXAMINATIONS

(Annual Scheme)

1. The aggregate of marks for the whole course will be 1100 consisting eleven papers [Five in Part-I and Six in Part-II].

2. Each Theory paper shall be of 3 hours duration and will carry 100 marks.

3. There will be 10 (Ten) questions in all, 2 (two) from each unit. Students will be required to attempt any 1 (one) question from each unit.

4. For a pass in MIB Part-I and Part-II, a candidate must:
   (a) obtain 36% pass marks in every individual paper.
   (b) obtain 48% marks in aggregate of passing papers.

5. Two papers (not cleared) be carried forward as due papers to the next year examination only once for one time.

6. At the end of MIB examination, each candidate shall be required to go through a summer training of 6 weeks in a business/industrial organization and submit a project report under the guidance of duly approved supervisor of the Department of Business Administration.
MASTER of INTERNATIONAL BUSINESS

PART - I

(Annual Scheme)

Paper 1 - Marketing Management
Paper 2 - Managerial Economics
Paper 3 - International Business
Paper 4 - International Marketing Research
Paper 5 - Services Marketing

PAPER-I:

MARKETING MANAGEMENT

Unit - I  Duration 3 hrs.  Max. Marks : 100

- **Introduction:** Nature and scope of Marketing Importance of marketing, in liberalized economy, marketing environment, Approach to marketing, marketing concept.

- **Product Planning:** Process of product planning and development product differentiation, Brand and Trade Marks, Packaging, Labeling, Product Line Policy, Product life cycle.
Unit - II

- **Marketing Research**: Meaning of Marketing Research, Nature and importance of Marketing Research, Planning the General Procedure, Models of consumer behavior and Motivation Research.
- **Planning Outlets**: Various channels for Consumer and Business goods, Selection of the Channels of distribution.

Unit - III

- **Pricing Strategy**: Factors to be considered in pricing, Pricing objectives and strategies. Break even analysis, Price maintenance.
- **Planning Market and Sales**: Sales forecast period, Uses of sales forecast, Methods of sales forecast, Market segmentation. Planning sales territories, establishing sales quotas, Assigning sales territories; Routing salesman.

Unit - IV

- **Marketing Promotion-Mix**: Determining the sales promotion programme, personal selling, selling process, qualities of a salesman. Advertising (Media choice, Good copy, timing, Budgeting Testing efficiency) Sales promotion (dealer aids, consumer stimulation), Public Relations (Methods).
- **Marketing Organization**: Purpose of Marketing, Basis of divisionalisation. Relation of the marketing department with other departments.
Unit - V


Books Recommended:
1. Still, Condiff and Govani: Fundamental of Modern Marketing
2. Kotler, Philip: Marketing Management-Analysis, Planning and Control
4. Davar, R.S.: Modern Marketing Management

PAPER - II
MANAGERIAL ECONOMICS

Duration 3 hrs. Max. Marks: 100

Unit - I

- Demand Analysis and Forecasting: Demand determinants, Demand distinctions, Demand Forecasting

By: [Signature]
Academic, University of Maj.
Unit - II

- **Cost and Production Analysis:** Cost concepts and classification cost - output relationship, production functions, Economic and diseconomies of scale, cost control and cost reduction.

Price and output decisions under different market structures. Price and output decisions under perfect competition. Price and output decisions under Monopoly. Monopolistic Competition, Oligopoly, Safeguarding competition and Anti-trust Laws.

Unit - III


Unit - IV

- **Profit Management:** Concept, Nature, Profit policies, Profit Planning and Forecasting.

- **Capital Management:** Capital Budgeting Cost of Capital, Appraisal of Project Profitability.

Unit - V

- **Macro-Economics and Business Decisions:** Business Cycles and Business Policies, Demand, Recession, Economic Forecasting for Business, Input, Output Analysis, use of Econometrics for management.

- **Linear Programming:** Graphical and simplex methods, cost minimization problems. Dual and shadow-Pricing.

**Books Recommended:**


Prentice Hall, London
4. Dean, Joel: Managerial Economics, Prentice Hall, Delhi

PAPER-III
INTERNATIONAL BUSINESS
Duration 3 hrs. Max. Marks: 100

Unit I

- Introduction: Introduction to I.B., Domestic Business Vs International Business
Meaning and Scope of International Business
Major Participants in International Business
Why to Study I.B.?
Importance of I.B.
Understanding the International Business Environment

Unit II

- Cultural Environment

A definition of Culture, Language, Religion, education family, values & attitudes, work and leisure, Reference groups adapting to cultural differences. An analysis of Oriental Cultural environment and western cultural environment.

Unit III

- Economic & Political Environment

Macro Economic Environment

Micro Economic Environment

Regional economic cooperation like; NAFT, EU, SAARC etc.

Unit - IV

- Legal Environment


- Financial Environment


Unit - V

- International Business- Organization, Organizing:


International HRM Strategy

International Marketing Strategy

International Production Strategy

Doing Business in Japan, Middle East, Europe
Books Recommended:

1. Agarwal Raj - International Trade (Excel, 1st Ed.)
3. Cherunilam F - International Trade and Export Management (Himalaya, 2007)
4. Hill C.W. - International Business (TMH, 5th Ed.)
5. Danks - International Business (Pearson, 1st Ed.)
6. Jaiswal - International Business (Himalaya Publication)
7. Varshney R.L., Bhattacharya B - International Marketing Management (Sultan-Chand & Sons, 9th Ed.)
8. Albaum Duerr - International Marketing and Export management (Pearson, 7th Ed.)

PAPER - IV

INTERNATIONAL MARKETING RESEARCH

Unit - I  Duration 3 hrs.  Max. Marks : 100

Introduction : Meaning of Research, Basic and applied research, scope of Marketing Research, Distinction Between Market and Marketing Research, Application of marketing research.

Meaning and Scope of International Marketing Research, Need for International Marketing Research.

Unit - II

Source of International marketing research - Primary and Secondary sources.

Application International Marketing Research, Screening Potential markets, Assessing targeted markets, drawing conclusions.

Dy. Registrar (Academic)
University of Rajasthan
Jaipur
Unit -III

Role of International Trade Agencies- WTO, UNCTAD, Generalised System of Preferences. Role of Regional Institutions and Sectoral Organizations for International Marketing, Role of Director General of Foreign Trade.

Unit-IV


Unit-V

Recent Developments in International Marketing Research, Ethical Issues in Marketing Research.

Books Recommended:

PAPER-V
SERVICES MARKETING

Unit I

Introduction – Goods and Services – A comparative analysis, concept of services marketing, Significance of services marketing, Emerging key services, Need of Services in International Market.

Marketing Mix in services marketing- Product mix, promotion mix, price mix, place mix, people, process and physical evidence.

Unit II

Total quality management – Service quality, measurement of service quality, TQM Dimensions, Effect of TQM, Quality Circles.

Bank Marketing – Concept of Bank Marketing, Growth of Banking in International Market, Need of marketing the banking services, Marketing mix for banking services, marketing by foreign banking in India, marketing in Banks.

Unit III

Tourism Marketing – Concept of tourism marketing, Benefits of tourism marketing, Product planning and development, Marketing mix for tourism- Product mix, price mix, promotion mix, place mix. The people, tourism marketing in Indian perspective.

Unit IV

Insurance Marketing – Concept of Insurance marketing uses of Insurance services, Marketing Information system in International Marketing; Market Segmentation, Marketing Mix for Insurance Organizations, Marketing by Foreign Insurance companies in India.

Unit V

Courier services marketing- Rationale behind Courier marketing – International courier services-Types, benefits, marketing mix, for courier
organizations, Courier marketing in Indian perspective, foreign couriers in India-future of courier services.

Books Recommended:

1. S.M. Jha: Service Marketing, Himalaya Publication
6. Mehta Khivasara - Marketing of Service (RBD Jaipur)
7. Ravi Shankar- Services Marketing: The Indian Perspective (Excel Book)
MASTER of INTERNATIONAL BUSINESS

PART – II

(Annual Scheme)

Paper 1 - Global Marketing
Paper 2 - Strategic Management
Paper 3 - Indian Foreign Trade Policy
Paper 4 - Export-Import Procedure Documentation and Logistics
Paper 5 – Business Communication Skills Foreign Languages - German, French
Paper 6 – Project Report and Viva-Voce

PAPER-I:
GLOBAL MARKETING

Duration 3 hrs. Max. Marks - 100

Unit –I
Global Marketing: Nature, definition, and scope of global marketing,
Domestic marketing VS International Marketing International Marketing
Environment-external and internal.
Identifying and selecting Foreign Market: Foreign market entry mode
decisions.

Unit –II
Product Planning for International Market: Product designing,
Standardization Vs adaptation, Branding, and Packaging, Labeling and
quality issues, After Sales service.
Unit – III


Unit-IV

Promotion of product/Services abroad; Methods of international promotion, Direct Mail and sales literature; Advertising; Personal selling; Trade fairs and exhibitions.

Unit – V

International Distribution: Distribution channels and logistics decisions; Selection and appointment of foreign sales agents.

Books Recommended:

1. Onkvisit, S., Shaw, J. - International Marketing (Pearson, 3rd Ed.)
2. Cherunilam, F. - International Trade and Export Management (Himalaya, 2007)
3. Varshney, R.L., Bhattacharya, B. - International Marketing Management (Sultan Chand & Sons, 9th Ed.)
4. Czinkota - International Marketing (Thompson, 8th Ed.)
5. Cateora, Graham - International Marketing (TMH, 10th Ed.)
6. Jain, S. - International Marketing (Thomson)

PAPER –II:

STRATEGIC MANAGEMENT

Unit- I Duration 3 hrs. Max. Marks : 100

Unit-II

Environmental Scanning: Appraisal of external environment, Dynamics of internal environment, organizational capabilities and Appraisal.

Unit-III


Unit-IV


Unit-V

- Strategic Evaluation and Control: Meaning of Strategic Evaluation and Control, Criteria and Techniques of Strategic Evaluation and control, Role of Organizational systems in valuation.

Books Recommended:

2. Jain, P.C.: Strategies Management (Hindi), 2005
5. Coulter, Mary K.: Strategies Management in Action, Pearson Education, Delhi, 2005
PAPER-III:
INDIAN FOREIGN TRADE POLICY

Unit-I
Duration 3 hrs.
Max. Marks: 100

Indian’s Foreign Trade: Trends and developments, Commodity composition and direction, India’s foreign trade in global context.

Unit-II
Foreign Trade Policy and Control in India, Policy making body and institutions; Exchange control in India – objectives and definition.

Unit-III
Import substitution and export Promotion Policies. Export Incentives-duty exemption schemes. EPCG, duty draw backs; Role of commercial banks in foreign trade; Deferred payment system; EXIM Bank; Export Credit insurance and ECGC.

Unit-IV
Infrastructure Support for Export Promotion: Export promotion councils; Commodity board/products export development authorities; Specific service institutions; State trading organization; Export and Trading Houses; Export Processing Zones/Special Economic Zone (EPZ/SEZ); Export Oriented Units (EOUs)

Unit-V
Foreign Investment Policy: Indian Joint ventures abroad, Multilateralism and Bilateralism in India’s foreign trade.

Books Recommended:
1. Cherunilam, P - International Trade and Export Management (Himalaya, 2007)
2. Varshney R.L, Bhattacharya B - International Marketing Management (Sultan Chand & Sons, 9th Ed.)

PAPER-IV:

EXPORT-IMPORT PROCEDURE

DOCUMENTATION AND LOGISTICS

Unit-I

Duration 3 hrs. Max. Marks : 100

Introduction : Role of Exports and Imports in Indian Economy, Export-Import Policy of India, Foreign Exchange Regulations, ISO 9000 Series and other internationally accepted quality certificates, Quality control and pre-shipment inspection, Marine Insurance.

Unit-II

Export Procedure: Export Documentation, General Excise clearance, Custom clearance, Role of clearing and forwarding agents, Shipment of export cargo, Export credit, Export credit guarantee and policies, forward
exchange cover, finance for export on deferred payment terms, Duty drawbacks, Logistics for exports and imports.

Unit-III


Unit-IV

Import Management in Developing Economy; foreign exchange budgeting, Import procurement methods, Imports financing, Purchase contract, Import under counter trade Monitoring and follow-up of Import contracts.

Unit-V

Export Promotion and Assistance in India, Export Marketing Information System, Future Prospects of Export marketing.

Books Recommended:

2. Kalpua Das: Export Strategy in India.
6. Shri Ram Khanna,: International Trade in Textiles, New Delhi, Saga Publication.
7. V.S. Mahajan: India's Foreign Trad, Kitab Mahal, Allahabad.
PAPER-V
FOREIGN LANGUAGES-GERMAN/FRENCH
Or
BUSINESS COMMUNICATION SKILLS

3 Hrs. Duration  Max. Marks 100

1. GERMAN:
   I. Translation from German into English  Marks 25
   II. Translation from German into English  25
   III. Dictation (For-Half an Hour)  30
   IV. Grammar-Elementary Knowledge of Verbs and Tenses  20

Books:
Detche Sprach for Auslander Von Schulz and Griesback lessons upto 15 only.

Reference Book:
1. Deutsch als fremdsprache- IA
2. Deutsch als fremdsprache- IB
3. Wirlesen Dartsch-I
4. Wirlesen Dartsch-H

2. FRENCH
   Marks
   I. Grammar  40
   II. Comprehension (2 texts from the prescribed book)  40
   III. Small Essay on the following theme (Students will have to attempt two out of the four topics)
         Ma ville, Mon ami(e) Un diner au restaurant, Ma maison

Books recommended:
1. Synchronie I Methode de francais- Samhita Publications.
2. Dictionary; Larousse Anglais-Francais/Francais-Anglais.
PAPER-V:
BUSINESS COMMUNICATION SKILLS

Duration 3 hrs.                      Max. Marks : 100

Unit-I
Business Communication: Definition, Methods, Types, Principles of Effective Communications, Barriers and Remedies to Communication.

Unit-II
Business Letter: Layout, Kind of Business letters, Interview, Appointment, Acknowledgement, Promotion, Enquiries, Replies, Orders, Sales, Circular, Complaints.

Unit-III
Public Speaking, Seminar Presentation, Interview, Group Discussion, Effective Listening.

Unit-IV
Report Writing, Agenda, Minutes of meetings, Memorandum, Office Order, Circular, Notes.

Unit-V
Business Etiquettes and manners, Shake hand, Dress Sense, Dining Etiquettes, Introducing a guest, E-mail etiquettes, Work place Étiquettes, Telephone etiquettes.
Books Recommended:


PAPER-VI:

PROJECT REPORT and VIVA-VOCE

Project Report - 50 Marks
Viva-Vocé - 50 Marks