



Lesson Plan

Program: BBA **Semester:** VI Course Code: BBA 601 Course Name:

International Trade Course Objectives:

This course familiarizes the student with the basics of International Trade.

Session Duration: 60 minutes **Participants:** BBA Students

Entry level knowledge and skills of students

- 1. Basic understanding on how to define problem/s and solution/s.
- 2. Basic reading and writing skills.
- 3. Analytical skill, conceptual skill, Communication skill

Equipment required in Classroom/ Laboratory/ Workshop

i. Projectors, Whiteboard, Marker and Duster

Assessment Schemes

S. No.	Criteria	Marks (100)
1	CCSU End Term Examination	75
2	Internal Evaluation Scheme	25
2(a)	Teacher Assessment (Continuous Evaluation)	20
2(a)(i)	Assignment I	10
2(a)(ii)	Assignment II	10
2(a)(iii)	Attendance (compulsory)	5

Course Outcomes (starting with action-oriented observable and measurable verb)

(CO1): Develop understanding of management concepts (Knowledge (K2), Comprehending (K 3) (UNIT-1)

(CO2): Explain principles and functions of planning & organizing and it's implemented in the organization. Knowledge (K2), Analyzing (K 5), Evaluating (K7)) (UNIT-2)

(CO3): Develop understanding of organizing and directing function in organization. Knowledge (K2), Analyzing (K 5), Evaluating (K7). (UNIT-3)

(CO4): Analyze the concept of controlling and its importance in business. Knowledge (K2), Analyzing (K5). (UNIT-5)

L. No	Topics	Sub Topics	Date of implementat ion	Pedago gy	CO- Cover ed	Faculty Sign	HoD's Remark with Date	
	Unit - 1 CO1							





1.	Basics of international trade	Basics of international tr	rade	Openin g case & exampl es Lecture /PPTs/	CO1	
2.	Basics of international trade	International trade theories		Lectur e/PPTs	CO1	
3.	Basics of international trade	Drivers of international tr		Lectur e/PPTs	CO1	
4.	Basics of international trade	Restraining for	rces	Lecture /PPTs	CO1	
5.	Basics of international trade	Recent trends: World trade		Lecture /PPTs	CO1	
6.	Basics of international trade	Importance of International Trade		Lecture /PPTs	CO1	
7.	Basics of international trade	Presentation Current Scene		PRESE NTATI ON	CO1	
8.	Basics of international trade			DISCU SSION	CO1	
			Unit -	2 CO2		
9.	Foreign trade & economic growth	Foreign trade & economic growth		Lecture discussi on/ppt	CO2	
10.	Foreign trade & economic growth	Meaning and Importance of Balance of trade		Lecture discussi on/ppt	CO2	
11.	Foreign trade & economic growth	Menaing and Importance of Balance of payments		Lecture discussi on/ppt	CO2	
12.	Foreign trade & economic	Practical Problems		Lecture discussi on/ppt	CO2	





	growth						
13.	Foreign						
	trade &			Lecture	COA		
	economic	Applications		discussi	CO2		
	growth	of free trade,		on/ppt			
14.	Foreign						
	trade &	Explanation		Lecture	COA		
	economic	of forms and		discussi	CO2		
	growth	restrictions		on/ppt			
15.	Foreign						
	trade &	Explanation		Lecture	COA		
	economic	of forms and		discussi	CO2		
	growth	restrictions		on/ppt			
16.	Class			• • •			
	test/present			Presenta	CO2		
	ation/quiz		t	tion			
			Unit - 3 (CO3			
17.		Meaning					
		and					
		objectives					
		of			COA		
		Internation			CO3		
	Internationa	al]	Lecture			
	1 economic	economic		discussi			
	institutions	institutions		on/ppt			
18.		Importance					
	Internationa	and]	Lecture	COA		
	1 economic	evaluation		discussi	CO3		
	institutions	of IMF		on/ppt			
19.		Objectives					
	Internationa	and treands]	Lecture	COA		
	1 economic	World		discussi	CO3		
	institutions	Bank,		on/ppt			
20.				Lecture			
				discussi			
				on/ppt	002		
	Internationa	Importance		Lecture	CO3		
	1 economic	and Role of		discussi			
	institutions	WTO		on/ppt			
21.	Internationa	Regional		Lecture			
	1 economic	economic		discussi	CO3		
	institutions	groupings		on/ppt			
22.	Internationa			Lecture			
	1 economic	Role of		discussi	CO3		
	institutions	NAFTA,		on/ppt			
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23.	Internationa		Lecture			
	1 economic		discussi	CO3		
	institutions	Role of EU	on/ppt			
24.	Internationa		Lecture			
	1 economic	Role of	discussi	CO3		
	institutions	ASEAN	on/ppt			
				•		
25.	Internationa		Lecture			
	1 economic	Role of	discussi	CO3		
	institutions	SAARC	on/ppt			
26.	Internationa	Compariso	Lecture			
	1 economic	n between	discussi	CO3		
	institutions	all agency	on/ppt			
27.		2 ,	Lecture			
	Doubt		discussi	CO3		
	Session		on/ppt			
28.	Recent	Recent				
	trends in	trends in				
	India's	India's	Lecture	CO4		
	foreign	foreign	discussi			
	trade	trade	on/ppt			
29.		institutional	- · · · · · · · · · · · · · · · · · · ·			
	Recent	infrastructu				
	trends in	re for		CO ₃ /		
	India's	export	Lecture	CO4		
	foreign	promotion	discussi			
	trade	in India	on/ppt			
30.	Recent	111 211010				
50.	trends in					
	India's	projects &	Lecture	CO ₃ /		
	foreign	consultancy	discussi	CO4		
	trade	exports	on/ppt			
31.	Recent	J.Iports	Oli ppt			
	trends in					
	India's	Policy of	Lecture	CO ₃ /		
	foreign	Internation	discussi	CO4		
	trade	al Trade	on/ppt			
32.	Recent		on PPt			
52.	trends in					
	India's		Lecture	CO ₃ /		
	foreign		discussi	CO4		
	trade	Case Study	on/ppt			
	11440	_ Sase Stady	on ppt	1	<u> </u>	
33.	Recent	Presentatio	Lecture			
55.	trends in		discussi	CO4		
	uenus in	n	uiscussi			





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	India's			on/ppt			
	foreign						
	trade						
34.		Meaning					
		and					
		Objectives					
	India's	of India's		Lecture	CO5		
	Trade	Trade		discussi			
25	Policy	policy		on/ppt			
35.	India's	Role of		Lecture			
	Trade	export		discussi	CO5		
	Policy	assistance		on/ppt			
36.		Importance					
	India's	of		Lecture	COS		
	Trade	marketing		discussi	CO5		
	Policy	plan for		on/ppt			
37.	India's	Presentatio		Lecture			
	Trade	n on Trade		discussi	CO5		
	Policy	Policy		on/ppt			
38.	roney	Difference		on ppt			
50.	India's	between		Lecture			
	Trade	FERA and		discussi	CO5		
	Policy	FEMA					
20	roncy			on/ppt			
39.		Contempor					
		ary issues			GO.		
		in		Lecture	CO5		
	Presentatio	Internation		discussi			
	n	al Trade		on/ppt			
40.		Contempor					
		ary issues					
		in		Lecture	CO5		
	presentatio	Internation		discussi			
	n	al Trade		on/ppt			
		•	Revis		•		•
41.				Discussi			
				on and			
		Question		inquiry			
		Paper		based			
	Unit-1	I upor		session			
42.	Omt-1	Question		Problem			
+∠.		_					
		Paper		solving			
				Discussi			
				on and			
	T1 . 0			inquiry			
	Uni-2			based			





			session
43.		Question	Problem
		Paper	solving
		1	Discussi
			on and
			inquiry
			based
	Unit-3		session
44.		Question	Problem
		Paper	solving
			Discussi
			on and
			inquiry
			based
	Unit-4		session
45.		Question	Problem
		Paper	solving
			Discussi
			on and
			inquiry
			based
	Unit-5		session
46.	Presentatio		presenta
	n		tion

Text Books:

1. Varshney & Bhattacharya: International Marketing

Reference Books:

- Management: Stephen P Robbins, Mary coulter, Neharika vohra, Pearson Prentice hall, 10th Ed.
- International Trade: Koontz Harold & Weihrich Heinz, Tata Mc Graw Hill, 8th Ed.

Journals:

Academy of Management Journal

Academy of Management Review

Journal of Applied Psychology

Journal of International Business Studies

Human Resource Management

Electronic Database:





http://www.mim.ac.mw/books/Fundamentals%20of%20Management.pdf

https://testallbank.com/sample/fundamentals-of-management-essential-concepts-and-applications-9th-edition-robbins-solutions-manual.pdf

http://www.freepdfbook.com/fundamentals-of-management/

 $https://www.researchgate.net/publication/356413009_Fundamentals_of_Management$

https://d3bxy9euw4e147.cloudfront.net/oscms

prodcms/media/documents/PrinciplesofManagement-OP.pdf