



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

Department of Economics
Program: BCom Pass 3rd year
International Trade (5.06 i)

SCHEME

Course Name	International trade	Course Type	Theory
Course Code	..	Class	BCom. Pass V Sem.
Instruction Delivery	Per week Lectures: 3, Tutorial:1, Practical: 0- Total No. Classes Per Sem: 45(L), 15(T), -(P) Assessment in Weightage: Sessional (20%), End Term Exams (80%)		
Course Coordinator	Dr Sandeep Kumar	Course Instructors	Theory: Dr Sandeep Kumar Practical: --

COURSE OVERVIEW

This course provides an in-depth understanding of international business, exploring key concepts such as the distinction between domestic and international business, globalisation, and the stages of business internationalisation. It examines various entry modes, the role of multinational enterprises, and foreign direct investment, along with theories of international trade and government influence. Students will also learn about international marketing strategies, pricing, logistics, and the impact of global institutions like the WTO, IMF, and World Bank on trade and finance.

PREREQUISITE

- Basic understanding of business and economics principles.
- Familiarity with global economic trends and market dynamics.

COURSE OBJECTIVE

The objective of this course is to equip students with a comprehensive understanding of international business dynamics, including trade theories, market entry strategies, and the global business environment. It aims to develop skills for assessing international markets, managing multinational operations, and navigating trade regulations, while also understanding the role of global institutions in shaping international trade.

COURSE OUTCOMES (COs)

After the completion of the course, the student will be able to:

CO No.	Course Outcomes
1	Analyze the risks and challenges involved in international business and propose suitable strategies for global expansion. KL1
2	Evaluate different modes of entering international markets and the role of multinational enterprises in the global economy. KL2
3	Apply key international trade theories to real-world trade scenarios and understand the impact of government intervention on trade. KL3



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4	Design effective international marketing, pricing, and logistics strategies tailored to foreign markets. KL4
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COURSE CONTENT

Content
<p>Unit I International Business: An overview, domestic business, International business, major risks and challenges of international business, international business environment components and determinants, stages of internationalisation of business, international business approaches, concept of globalisation.</p>
<p>Unit II Modes of entering into international business, nature of multinational enterprise and international direct investment, foreign exchange, determination of exchange rates, balance of payments.</p>
<p>Unit III Theories of international trade absolute advantage theory, comparative advantage theory, factor proportions theory, product life-cycle theory of great, government influence on trade, Russian foreign government intervention, instruments of trade control, role of WTO, IMF and World Bank in international trade.</p>
<p>Unit IV Assessing international markets, designing products for foreign markets branding decisions, international promotions policy, international pricing, international logistics and distribution.</p>

LESSON PLAN (THEORY AND TUTORIAL CLASSES)

L. No	Topic to be Delivered	Tutorial Plan	Unit
1	Introduction to International Business	Practice Questions	1
2	Domestic vs. International Business		
3	Major Risks in International Business		
4	Challenges in International Business	Practice Questions	
5	International Business Environment: Economic and Political Factors		



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6	International Business Environment: Technological and Cultural Factors		1
7	Stages of Internationalisation of Business	Practice Questions	
8	Approaches to International Business		
9	Globalisation: Concept and Impact on Business		
10	Globalisation and Business Strategies	Practice Questions	
11	Case Studies on Globalisation and Internationalisation		
12	Revision and Q&A for Unit I		
13	Modes of Entry into International Markets	Practice Questions	
14	Joint Ventures, Strategic Alliances, and Franchising		2
15	Nature of Multinational Enterprises (MNEs)	Practice Questions	
16	International Direct Investment: Types and Benefits		
17	Determination of Foreign Exchange Rates		
18	Foreign Exchange Markets and Instruments	Practice Questions	
19	Balance of Payments: Components and Importance		
20	Balance of Payments: Deficit and Surplus Management		
21	Case Study: Foreign Direct Investment and Exchange Rates		
22	Revision and Q&A for Unit II		
23	Absolute Advantage Theory of International Trade	Practice Questions	
24	Comparative Advantage Theory and Applications		
25	Factor Proportions Theory (Heckscher-Ohlin Model)		
26	Product Life Cycle Theory in International Trade	Practice Questions	3
27	Government Influence on Trade: Tariffs and Quotas		
28	Government Influence on Trade: Subsidies and Non-tariff Barriers		
29	Trade Policy Instruments: Tariffs, Quotas, and Regulations		
30	Role of WTO in Global Trade Liberalisation	Practice Questions	



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31	Role of IMF in International Financial Stability		
32	Role of World Bank in Global Economic Development		
33	Russian Foreign Government Intervention in Trade	Practice Questions	
34	Instruments of Trade Control and Their Impact		
35	Revision and Q&A for Unit III	Practice Questions	
36	Assessing International Markets: Market Research and Entry Analysis		
37	Designing Products for Foreign Markets		
38	Branding Decisions in Global Markets	Practice Questions	4
39	International Promotions Policy		
40	International Pricing Strategies		
41	International Distribution Channels		
42	International Logistics: Global Supply Chain Management		
43	Case Studies in International Marketing and Logistics		
44	Emerging Trends in International Business		
45	Revision and Q&A for Unit IV; Course Recap		

Text Book

"**International Economics**" by Paul Krugman and Maurice Obstfeld

Reference Books

1. "**International Business**" by Paul B. Thornton and John J. Wild
2. "**International Business: Strategy, Management, and the New Realities**" by C. B. Bhattacharya and H. K. M. Dhingra

Web/Links for e-content

- **Investopedia: International Business**

Investopedia International Business

A comprehensive resource covering key concepts, definitions, and articles on international business.



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- **Khan Academy: Globalization and Trade**

[Khan Academy Globalization and Trade](#)

Offers free online courses and videos on globalization, trade theories, and international economics.

- **The World Bank: International Trade**

[World Bank International Trade](#)

Provides data, research, and insights on international trade policies and practices around the world.

PRACTICE QUESTIONS (QUESTION BANK)

Unit I: International Business Overview

1. Define international business and explain its importance in today's economy.
2. What are the key differences between domestic and international business?
3. Identify and describe three major risks associated with international business.
4. Discuss the challenges faced by companies when entering international markets.
5. What are the components of the international business environment?
6. Explain the determinants that influence international business operations.
7. Describe the stages of internationalisation a business might go through.
8. What are the various approaches to international business?
9. How does globalization affect international business strategies?
10. Discuss the impact of cultural differences on international business.

Unit II: Entering International Business

11. List and explain the different modes of entering international markets.
12. What are the advantages and disadvantages of joint ventures?
13. Define multinational enterprises and their role in the global economy.
14. Explain foreign direct investment and its significance for host countries.
15. How are foreign exchange rates determined?
16. Discuss the importance of foreign exchange markets in international business.
17. What is the balance of payments, and why is it important?
18. How can a country manage a balance of payments deficit?
19. Discuss a case study on foreign direct investment in a developing country.
20. What factors influence the choice of market entry mode?

Unit III: International Trade Theories and Policies

21. Explain the absolute advantage theory and provide an example.
22. What is comparative advantage theory, and how does it affect trade?
23. Describe the factor proportions theory and its implications for trade.
24. Explain the product life cycle theory and its relevance to international trade.
25. Discuss the role of government intervention in international trade.
26. What are the different instruments of trade control?
27. How does the World Trade Organization (WTO) facilitate international trade?
28. Describe the role of the International Monetary Fund (IMF) in global finance.



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29. What is the purpose of the World Bank, and how does it support international development?
30. Discuss the impact of Russian government intervention in international trade.

Unit IV: International Marketing and Logistics

31. How do companies assess international markets before entry?
32. What factors should be considered when designing products for foreign markets?
33. Explain the importance of branding decisions in international marketing.
34. Discuss the components of an international promotions policy.
35. What strategies can businesses use for international pricing?
36. Describe the challenges associated with international distribution channels.
37. What role does logistics play in international business operations?
38. How can technology improve international supply chain management?
39. Discuss a case study on successful international marketing strategies.
40. What emerging trends are shaping international business today?

General and Application Questions

41. How can cultural differences be managed in international business negotiations?
42. What are the ethical considerations in international business?
43. Describe the impact of technology on international trade.
44. How do geopolitical factors influence international business decisions?
45. Discuss the significance of sustainability in international business practices.
46. What are the benefits and challenges of operating in a globalized economy?
47. How do trade agreements influence international business strategies?
48. What is the role of corporate social responsibility in multinational enterprises?
49. Discuss the implications of currency fluctuations on international business.
50. How can businesses adapt their strategies in response to changing global economic conditions?



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Department of Economics

Program: BA (Economics)

Development Economics (EC05)

SCHEME

Course Name	Development Economics	Course Type	Theory
Course Code	EC05	Class	B.A. 5th Sem.
Instruction Delivery	Per week Lectures: 4, Tutorial:1, Practical: - Total No. Classes Per Sem: 60(L), 15(T), -(P) Assessment in Weightage: Sessional (20%), End Term Exams (80%)		
Course Coordinator	Dr. Bandna Ranga	Course Instructors	Theory: Dr. Bandna Ranga Practical: --

COURSE OVERVIEW

The course combines the study of classical and new theories of trade and analytical tools for evaluating the economic effects of tariffs and other forms of government intervention in trade with an in-depth examination of how governments regulate international trade in practice.

PREREQUISITE

Introductory Microeconomics and Macroeconomics plus clarity of Economic Development is also recommended.

COURSE OBJECTIVE

The objective of this course is to apply economic concepts and theories to explain the process whereby economic agents allocate limited resources under various market structures and policy settings. It focuses on understanding and explaining the behaviour of economic and financial indicators and the effect of policy on the aggregate economy in the context of domestic and international environments. The course is also useful in explaining business and economic phenomena in a domestic and global context.

COURSE OUTCOMES (COs)

After the completion of the course, the student will be able to:

CO No.	Course Outcomes
1	Development economic theories to put them into practice, use economic analysis and data to solve problems.
2	Use critical thinking skills to comprehend and discuss economic issues in the policy and professional arena regarding growth theories
3	Understand that how exchange rates influences other variables in the economy.



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COURSE CONTENT

Content
<p>UNIT-I Features of U.D. C's, Economic Growth and Development; Determinants, Measurement and obstacles of Economic Development, Vicious Circle of Poverty.</p> <p>UNIT-II Balanced and Unbalanced Growth Theories, Lewis' Model and Leibenstein's Critical minimum effort thesis.</p> <p>UNIT-III Environment, Meaning, features and components of Environment. Scope of Environmental Economics; Environment as a necessity and luxury. Population-Environment linkage. Features of Environment as a public good.</p> <p>UNIT-IV Natural Resources; Environmental pollution, types, causes and effects. Control policies; Environmental legislations in India. Sustainable Development: meaning; indicators, measurement and importance of Sustainable Development.</p>

LESSON PLAN (THEORY AND TUTORIAL CLASSES)

L. No	Topic to be Delivered	Tutorial Plan	Unit
1	Interduction	Features of U.D.C's, Economic Growth and Development; Determinants, Measurement and obstacles of Economic Development, Vicious Circle of Poverty.	1
2	Features of U.D.C's		
3	Economic Growth and Development		
4	Determinants of Development		
5	Measurement and obstacles of Economic Development		
6	Measurement and obstacles of Economic Development		1
7	Introduction of Poverty		
8	Vicious Circle of Poverty.		



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		Practice diagrams of Vicious Cycle	
9	Superiority of the theory		
10	Revision		
11	Revision of Development		
12	Revision of Unit	Practice questions on Economic Development	
13	Introduction of Growth theory	Balanced Theories,.	2
14	Balance Growth		
15	Structure of Balance Growth		
16	Unbalanced Growth Theories	Practice questions on Balance Growth	
17	Unbalanced Growth Theories		
18	Lewis' Model		
19	Leibenstein's Critical minimum effort thesis.	Practice questions on Critical minimum effort	
20	Leibenstein's Critical minimum effort thesis.		
21	Revision of the Unit		
22	Environment, economy Introduction	Environment, Meaning, features and components of Environment. S	3
23	Meaning, features and components of Environment		
24	Meaning, features and components of Environment-II		
25	Scope of Environmental Economics	Practice on Meaning, features and components of Environment	
26	Environment as a necessity and luxury		
27	Population-Environment linkage	Practice on Features of Environment as a public good.	3
28	Features of Environment as a public good.	Written Test	3



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29	Natural Resources;		
30	Environmental pollution, types, causes and effects. Control policies	Practice of the questions regarding Environments, Sustainability	4
31	Environmental legislations in India		
32	Sustainable Development		
33	Meaning and importance of Sustainable Development		
34	meaning; indicators, measurement and importance of Sustainable Development		
35	Revision of the unit		

Text Book

T.R.Jain, International Economics, V. K.Publications

Reference Books

1. Bo-Soderston, "International Economics", Macmillan Press, London.
2. Alok Ghosh, "Indian Economy", World Press, Calcutta.
3. A.N. Aggarwal, "Indian Economy", Vikas Publication, New Delhi.
4. Ruddra Dutta and KPM Sundaram, "Indian Economy", S.Chand Publication, New Delhi.
5. S.K. Misra and V.K.Puri, "Indian Economy", Himalaya Publishing House, New Delhi.

PRACTICE QUESTIONS (QUESTION BANK)

1. What are the main features of an underdeveloped economy?
- 2.
3. Distinguish between developed and developing economy.
4. Explain the characteristics of India as an underdeveloped economy.
5. What do you understand by Economic Growth and Economic Development? What is the



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difference between the two?

6. Discuss the factors determining Economic Development.
7. State the various methods for measuring Economic Development. What is the best method for measuring this?
8. What are the factors causing obstacles in economic development?
9. "A country is poor because it is poor". Critically explain the statement.
10. Critically explain the theory of Balanced Growth.
11. Evaluate the theory of Unbalanced Growth.
12. Critically examine the Lewis Model of Development.
13. Elaborate the Critical Minimum Effort Theory of Leibenstein.
14. What is environment? Discuss the main features and components of environment.
15. Discuss the role of environment as a necessity and as a luxury.
16. State the two-way relationship between population and environment.
17. Describe the features of environment as a public good.
18. How many types are there of Environmental Pollution? What are the measures to control it?
19. What do you mean by Sustainable Development? What are its main indicators? What is its importance for the economy?



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