

[Total No. of Questions - 20] [Total No. of Printed Pages - 2]
(2123)

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MBA 3rd Semester Examination
Export Management and Documentation (N.S.)

IB-03

Time : 3 Hours

Max. Marks : 60

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Section-A, 10 questions all are compulsory, 2 marks each.
Section-B, 6 questions, attempt any 4, 5 marks each.
Section-C, 4 questions, attempt any 2, 10 marks each.

SECTION - A

1. Write down two benefits arising from exports.
2. What are the sources of export information?
3. What is the letter of credit?
4. What do you mean by globalization? How does it differ from localisation?
5. What does ELGC stand for?
6. Give 2 methods of locating and selecting an agent in exporting.
7. What is export marketing mix?
8. What do you understand by GATT?
9. What is the role of export promotion council?
10. Give two differences between licencing and franchising.

(2×10=20)

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[P.T.O.]

SECTION - B

11. Write a short note on recent trends in India's exports.
12. "India has adequate institutional infrastructure available for exports". Justify this statement.
13. What is duty drawback? How can a company doing exports avail this option?
14. What is the role of Export-Import Bank of India? (Write in Brief)
15. What are the steps to be followed during export pricing?
16. What are the preliminary steps that have to be taken before an export transaction begins? **(4×5=20)**

SECTION - C

17. Explain the process of export marketing.
18. Exporters as well as Importers in International business just to minimise their risk does decide about certain terms of payment. What are the various terms of payment used in Export Import Business?
19. What types of guarantees are available from ECGC to banks for providing pre-shipment and post-shipment Export finance?
20. What are the various statutory documents needed for exporters country and Importers country? **(2×10=20)**