

[Total No. of Questions - 20] [Total No. of Printed Pages - 2]  
(2125)

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**MBA 3rd Semester Examination**  
**Export Management and Documentation (NS)**

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.*

**SECTION - A**

*All questions are compulsory.*

1. Concept of distribution.
2. Identification of export winners.
3. Why India should export?
4. Role of agent in export.
5. Grouping of countries.
6. Pre shipment finance.
7. Price fixation.
8. Form of ownership.
9. Registration with EPC.
10. Opening of a bank account. (10×2=20)

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**SECTION - B**

*Attempt four questions. All carry five marks.*

11. What are the methods of locating and selecting an agent?
12. Explain the different types of distribution channel. How they are relevant in the interval channel of distributions?
13. What do you understand by contract? Explain the nature of exports sales contract.
14. What is the selection criteria for export markets?
15. What are the sources of export information?
16. Settlement of disputes. (4×5=20)

**SECTION - A**

*Attempt any two questions. All carry ten marks.*

17. Explain the different types of incoterms. Which incoterms are frequently used?
18. What are the main commercial documents? Why the statutory documents are required for exports?
19. What are the recent trends and direction of exports of India? Critically evaluate.
20. Explain the process of selecting products for manufacturing and export. (2×10=20)