

(Following Paper ID and Roll No. to be filled in your
Answer Books)

Paper ID : 270459

Roll No.

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M.B.A.

Theory Examination (Semester-IV) 2015-16

EXPORT MANAGEMENT AND DOCUMENTATION

Time : 3 Hours

Max. Marks : 100

Section-A

1. Attempt All Questions from this section.

(10×2=20) marks)

- (a) Differentiate Direct and Indirect Exporting.
- (b) How will you choose a product for exporting?
- (c) Discuss any two Stages of Export development
- (d) What is E.C.G.C. Export financing?
- (e) What are the various terms of Payments?

- (f) Highlight any two methods of identifying export winners.
- (g) Discuss INCOTERMS.
- (h) What is Export Pricing?
- (i) Name any two main commercial documents.
- (j) Show process of export marketing.

Section-B

2. Attempt five questions from this section. (5×10=50 marks)

- (a) "India's Export is increasing but still unable to fetch India's prosperity", comment upon the statement and discuss the recent trend in India's export.
- (b) What are the factors one should take into account, while conducting EX-IM business?
- (c) Describe the general provisions of exports under the Export Import Policy of India. Do you think that these provisions facilitate exports? Discuss

- (d) Distinguish between domestic sales contract and export sales contract. Explain the rights and duties of exporters and importers under FOB and CIF contracts.
- (e) State various sources of export information. How such information helps an exporter?
- (f) Why do the exporters require pre-shipment finance? Discuss and explain the procedure of pre-shipment finance.
- (g) Discuss various legal documents which are required for exports from India
- (h) What do you mean by a letter of credit? Explain various kinds of letters of credit.

Section-C

Attempt Two questions from this section.

(2×15=30 marks)

- 3. "Export Import policy of India does not provide liberal import of capital goods". Highlight the statement and justify your answer.
- 4. What is the need of getting registered with an export promotion council? Also discuss its procedure.

5. How will you execute an export order? Discuss the procedure starting from the receipt of purchase order/letter of credit up to dispatch of material to the port.

