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MBA
(SEM III) THEORY EXAMINATION 2024-25
EXPORT IMPORT DOCUMENTATION

TIME: 3 HRS**M.MARKS: 100****Note:** Attempt all Sections. In case of any missing data; choose suitably.**SECTION A****1. Attempt all questions in brief. 2 x 10 = 20**

Q no.	Question	CO	Level
a.	Define the term "Export Costing".	1	K1
b.	Explain the term "Free on Board" in export pricing.	1	K2
c.	Enumerate any two advantages of containerization.	2	K1
d.	Detail the terms "Bill of Lading" and "Commercial Invoice"	2	K2
e.	Cite any two export incentive schemes.	3	K1
f.	Elaborate the term "L/C" used in export documentation procedure.	3	K2
g.	Define the term "Tariff and Non- Tariff" Barriers.	4	K1
h.	Explain "Advance License" and "Free Trade" in export procedures.	4	K2
i.	Name any two types of export houses.	5	K1
j.	Explain the main benefits of establishing Export Oriented Units (EOUs).	5	K2

SECTION B**2. Attempt any three of the following: 10 x 3 = 30**

a.	Classify the role of IEC and RCMC in obtaining registration certifications from EPCs / Commodity Boards for starting an export business.	1	K3
b.	Examine the role of clearing and forwarding (C&F) agent in managing export cargo and document formalities.	2	K3
c.	Explore the role of marine insurance policies in protecting export shipments against risks such as damage, pilferage or spoilage.	3	K3
d.	Examine the role of export promotion schemes in helping a company reduce costs and improve competitiveness in international markets.	4	K3
e.	Illustrate the benefits of SEZ (Special Economic Zones) in enhancing India's Export Competitiveness.	5	K3

SECTION C**3. Attempt any one part of the following: 10 x 1 = 10**

a.	Classify the various export categories explaining their significance in international trade.	1	K3
b.	Examine the factors impacting market entry strategies along with product selection in overseas markets.	1	K3

4. Attempt any one part of the following: 10 x 1 = 10

a.	Demonstrate the use and advantage of containerization in enhancing the efficiency of international shipping.	2	K3
b.	Examine the role and importance of various shipping documents and other terms used in the export process.	2	K3

5. Attempt any one part of the following: 10 x 1 = 10

a.	Determine the role and importance of key documentation required for L/C transactions in export-import operations.	3	K3
b.	Illustrate the benefits and incentives provided to exporters in international trade.	3	K3



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6. Attempt any one part of the following: 10 x 1 = 10

a.	Demonstrate the procedure for claiming duty drawback under the various schemes available to exporters.	4	K3
b.	Examine the role of Remission Scheme and DEPB Scheme using suitable examples.	4	K3

7. Attempt any one part of the following: 10 x 1 = 10

a.	Explore the possibilities for boosting India's exports of Diamond, Gems and Jewellery.	5	K3
b.	Determine the role of EPCG Schemes in enabling import of capital goods at zero rate of custom duty.	5	K3

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