

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

**PAPER ID : 7158**

Roll No.

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**M.B.A.**

**(SEMESTER-IV) THEORY EXAMINATION, 2011-12**

**EXPORT MANAGEMENT AND DOCUMENTATION**

**Time : 3 Hours ]**

**[ Total Marks : 100**

**Note :** Attempt questions from **all** Sections as directed.

**Section – A**

1. Answer all **ten** questions. All questions carry equal marks. **10 × 2 = 20**
- What do you understand by CIF ?
  - Explain the green card.
  - What do you understand by open account ?
  - What is a green clause letter of credit ?
  - What are trading blocs ?
  - Discuss the bill of lading.
  - Explain the EPCG Scheme.
  - What is GSP certificate of origin ?
  - Explain Mate's Receipt.
  - What are customs unions ?

**Section – B**

2. Answer any **three** of the following questions : **3 × 10 = 30**
- How should an exporter assess the potential of a product in foreign market ?
  - What is duty drawback ? What are the documents required for claiming duty drawback ?
  - Discuss the special financial facilities made available to Indian exporters by the Government of India.
  - Discuss the statutory documents for importers country.
  - Discuss the criteria of grouping countries as export market.

**Section – C**

Answer the following questions :

**5 × 10 = 50**

3. Discuss the relative importance of price and non- price factors in pricing for exports. What strategy should be followed by an Indian exporter for negotiating price with an importer from the developed country ?

**OR**

What do you mean by letter of credit ? How is it different from D/P and D/A modes of payment ?

4. Role of Agent is of extreme importance in Export Business. Why ? Also discuss the method of selecting and locating an agent in export business.

**OR**

What is meant by packing credit ? Discuss the main features of packing credit.

5. What is meant by post shipment finance ? Describe the operational features for the grant of post shipment finance ?

**OR**

Explain the features of EXIM Bank. Discuss the assistance provided by EXIM Bank to Indian exporters.

6. There have been several incentives and bounties provided by the Government on exports. But there had been consistent withdrawal of many of those. Why do you think that has been done ? Answer in light of few specific measures.

**OR**

Indian export procedure requires several documents. Discuss the main commercial documents required for exporter's country.

7. Write short notes on any **two** of the following :

- (i) Need for post shipment finance
  - (ii) Bills of Exchange
  - (iii) E.C.G.C.
  - (iv) Registration procedure with EPCs
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