## **GUJARAT TECHNOLOGICAL UNIVERSITY** MBA (INTEGRATED) – SEMESTER – 08 -- EXAMINATION – SUMMER 2017

## Subject Code: 4180506Date: 01/06/2017Subject Name: Export-Import Policy Procedures & DocumentationTime: 10.30 AM TO 01.30 PMTotal Marks: 70

## **Instructions:**

1. Attempt all questions.

	2. 3.	Make suitable assumptions wherever necessary. Figures to the right indicate full marks.	
Q.1	(a) (b)	Explain various strategies adopted for export pricing. Explain various modes of transport used in exports. Compare any two of them.	07 07
Q.2	(a)	Explain in detail various Pre & Post Shipment finance available to exporters in India.	07
	<b>(b</b> )	What is an IEC Number? Explain the steps and documentation required to obtain IEC Number.	07
	<i>(</i> <b>-</b> )	OR	~ -
	<b>(b)</b>	Explain the procedure of registration of Indian exporters.	07
Q.3	(a) (b)	What is Letter of Credit? Explain its types and procedure for obtaining it. Explain the functions of EXIM bank in detail.	07 07
		OR	
Q.3	<b>(a)</b>	What are INCO terms? Explain them.	07
	<b>(b)</b>	Describe import process in detail.	07
Q.4	(a) (b)	Describe various export pricing techniques adopted by exporters. What is WTO? Explain its inception and functions in promoting world trade. <b>OR</b>	07 07
Q.4	(a) (b)	Explain various Export Incentives available to Indian Exporters. Explain the role of ECGC.	07 07
Q.5	(a) (b)	Explain major types of foreign exchange risks that affect the international trade. Explain various methods of payments adopted by exporters. OR	07 07
Q.5	(a) (b)	Explain the role of clearing & forwarding agents in the shipment process. Explain the procedure of custom clearance of Import cargo.	07 07

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