Enrolment No.

GUJARAT TECHNOLOGICAL UNIVERSITY **MBA - SEMESTER-IV • EXAMINATION - SUMMER • 2014**

Subject Code: 2840502

Date: 26-05-2014

Subject Name: Export –Import Policy, Procedure and Documentation Time: 10.30 am - 13.30 pm **Total Marks: 70**

Instructions:

- 1. Attempt all questions.
- 2. Make suitable assumptions wherever necessary.
- 3. Figures to the right indicate full marks.
- **Q.1** Explain why exports are significant for an economy and what are the different 07 (a) forms of exports?
 - What is IEC number and what are the documents required to be attached with 07 **(b)** the application for obtaining IEC number?
- Differentiate between Domestic and International trade and explain the factors Q.2 **(a)** 07 affecting International trade.
 - Describe the shipment procedure for exports from enquiry to the receipt of 07 **(b)** payment to importer.

OR

- Explain the process of Letter of Credit with the help of a flowchart and state its 07 **(b)** advantages to exporters and importers.
- What is Pre-shipment Inspection and explain the different methods of Q.3 07 **(a)** certification available to Indian exporters?
 - Examine the role of Exim Bank of India in providing export finance. **(b)**

OR

- What is containerization and describe the types of containers available for Q.3 **(a)** 07 movement of International cargo?
 - Examine the various types of Export pricing techniques used by exporters. 07 **(b)**
- 0.4 Describe Export contract with the help of a flowchart and discuss the essentials 07 (a) of export contract.
 - Examine the role of Clearing and Forwarding Agent in the shipment process and 07 **(b)** state the various services provided by them.

OR

- Discuss the various export incentives provided by Government of India to Q.4 **(a)** 07 encourage exports from India. 07
 - Describe the Import process in detail. **(b)**
- **Q.5** What kind of Market research should be taken before venturing into (a) 07 international market?
 - What are SEZs? Discuss the benefits offered to the export units in SEZs. **(b)** 07

OR

- Examine the types of risk covered by ECGC to help Indian exporters and banks. 07 Q.5 **(a)** 07
 - Write a note on WTO, its origin and its function in promoting world trade. **(b)**

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