Seat No.: ________ 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	**(a)**	Explain why exports are significant for an economy and what are the different forms of exports?	**07**
	(b)	What is IEC number and what are the documents required to be attached with the application for obtaining IEC number?	**07**
Q.2	**(a)**	Differentiate between Domestic and International trade and explain the factors affecting International trade.	**07**
	(b)	Describe the shipment procedure for exports from enquiry to the receipt of payment to importer.	**07**
		OR	
	(b)	Explain the process of Letter of Credit with the help of a flowchart and state its advantages to exporters and importers.	**07**
Q.3	**(a)**	What is Pre-shipment Inspection and explain the different methods of certification available to Indian exporters?	**07**
	(b)	Examine the role of Exim Bank of India in providing export finance.	**07**
		OR	
Q.3	**(a)**	What is containerization and describe the types of containers available for movement of International cargo?	**07**
	(b)	Examine the various types of Export pricing techniques used by exporters.	**07**
Q.4	**(a)**	Describe Export contract with the help of a flowchart and discuss the essentials of export contract.	**07**
	(b)	Examine the role of Clearing and Forwarding Agent in the shipment process and state the various services provided by them.	**07**
		OR	
Q.4	**(a)**	Discuss the various export incentives provided by Government of India to encourage exports from India.	**07**
	(b)	Describe the Import process in detail.	**07**
Q.5	**(a)**	What kind of Market research should be taken before venturing into international market?	**07**
	(b)	What are SEZs? Discuss the benefits offered to the export units in SEZs.	**07**
		OR	
Q.5	**(a)**	Examine the types of risk covered by ECGC to help Indian exporters and banks.	**07**
	(b)	Write a note on WTO, its origin and its function in promoting world trade.	**07**

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