

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY
MBA – SEMESTER - 04 – EXAMINATION – SUMMER 2017

Subject Code: 2840502

Date: 06/06/2017

Subject Name: Export – Import Policy, Procedure Documentation

Time: 10.30 am to 01.30 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)** Multiple Choice questions 1x1 **6**
- Clearing and forwarding agents are an important link between
1. A. The exporter and various other agencies B. The importer and various other agencies
C. Import and export of goods D. All of the above
- Exports and Imports come under the purview of :
2. A. Ministry of Finance B. Ministry of Commerce
C. Ministry of External Affairs D. Ministry of Home Affairs
- Which one of the following is not a Current account transaction?
3. A. Imports payables B. Exports receivables
C. Insurance D. Dividend
- Import LC is also known as
4. A. Letter of Debt B. Bills of exchange
C. Open account D. Documentary credit
- How much digits are there in IEC number?
5. A. 8 B. 10
C. 12 D. 15
- Risks arising out of foreign law due to
6. A. Lack of knowledge about foreign market B. Expensive and complex litigation
C. A & B both D. None of these
- Q.1 (b)** Explain the terms: **04**
- (i) Bill of Landing
(ii) Certificate of Origin
(iii) Dumping
(iv) Open General License

- Q.1 (c) Differentiate between: 04**
(i) FERA and FEMA
(ii) Export Expansion and Import Substitution
- Q.2 (a) Examine the types of risk covered by ECGC to help Indian exporters and banks. 07**
(b) A young entrepreneur who already has his manufacturing unit wants to export his product. You as a import- export consultant help him. 07
- OR**
- (b) Which are the export incentives provided to the Indian exporters. Explain in light of Foreign Trade Policy 2015-2020. 07**
- Q.3 (a) What are INCO term ?Explain the various INCO terms (L/C, DP, DA, T.T, C&F, CIF and FOB)? 07**
(b) You have been appointed as a clearing agent by ABC Pvt. Ltd. Help you company to clear a consignment that has been imported from Netherland. 07
- OR**
- Q.3 (a) Explain the process of Letter of Credit with the help of a flowchart and state its advantages to exporters and importers. 07**
(b) Describe the current issues affecting the Exchange Rate of India? 07
- Q.4 (a) What is Pre-shipment Inspection and explain the different methods of certification available to Indian exporters? 07**
(b) In case an EOU is procuring raw material from the indigenous market and then selling the product in the DTA then what is the amount of duty they are required to pay? 07
- OR**
- Q.4 (a) What are SEZs? Discuss the benefits offered to the export units in SEZs. 07**
(b) Discuss the role of Banks in an export-import transaction? 07

Q.5

India is a giant market. An estimated 300 million people belong to what is called the middle-class. 'Capitalism Consumerism' is a characteristic of this category. Another 700 million consumers exist in rural India. Each of the above segments makes for bigger population than the rest of the world, except China.

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Irrespective of what some commentators have said, Indian firms are successfully competing across entire value-chains spanning sectors. With more millionaires living in rural areas than in urban, companies are realizing the existence of huge untapped market. Appropriately several banking, FMCG, healthcare, automobile, consumer durable companies have launched innovative strategies and products tailored for them. Among these are the Unilevers, ITC, ICICI Bank, State Bank of India, P&G, LG, Samsung, Hero Honda, Maruti Suzuki, Tata Motors, etc. The transformation in India in the early years of the 21st century is remarkable! Wherever one goes, in remote villages or urban townships, one can see thousands of self-employed young men and women trying to learn more of the new skills for employability in modern-day complex businesses.

a. What do you understand by the term 'Consumerism?' Explain its significance in the context of international trade. (4 marks)

b. Keeping in view the rate at which the Indian economy is growing, Indian MNCs should concentrate on consolidating their operations at home instead of thinking of expanding in foreign markets. What are your views in this regard?(4 marks)

c. How should the government shape its international trade policies so as to achieve the goal of making India an economic superpower by the year 2030? (6 marks)

OR

Q.5

UPS is a large international express delivery company, has hundreds of planes in addition to its own cargo planes, he also rented hundreds of aircraft cargo aircraft, the transport capacity of more than 1,000 a day. UPS in this world has established more than 10 air transport transit center in more than 200 countries and regions of the tens of thousands of delivery centers. UPS's employees to reach hundreds of thousands. Annual turnover of the amount could reach tens of billions of dollars; express delivery companies in the world enjoy a high reputation.

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UPS Company is engaged in correspondence, documents and parcel delivery business, the company quickly. It is the

world's countries and regions have made access to the air traffic rights. In the China, which established a number of delivery centers. A company to take advantage of high-tech means to achieve rapid and safe, is a wide range of logistics services, image perfect.

1. Why do we say UPS is an international logistics business, and general transport logistics Company?

2. To describe the international express logistics enterprises in the development prospects?

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