

**GUJARAT TECHNOLOGICAL UNIVERSITY**  
**MBA (AM)– SEMESTER –8 EXAMINATION – WINTER 2018**

**Subject Code:4180506****Date: 22/11/2018****Subject Name: Export-Import Policy Procedures & Documentation****Time: 02:30 PM to 05:30 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 the difference between FERA & FEMA **07**  
 (b) Explain various modes of transport used in exports. Compare any two of them. **07**
- Q.2** (a) Explain in detail various Pre & Post Shipment finance available to exporters in India. **07**  
 (b) What is an IEC Number? Explain the steps and documentation required to obtain IEC Number. **07**
- OR**
- (b) Explain major external and internal factors affecting International Business Environment. **07**
- Q.3** (a) What is Letter of Credit? Explain its types and procedure for obtaining it. **07**  
 (b) Explain the functions of EXIM bank in detail. **07**
- OR**
- Q.3** (a) What are INCO terms? Explain them. **07**  
 (b) Describe import process in detail. **07**
- Q.4** (a) Describe various export pricing techniques adopted by exporters. **07**  
 (b) What is WTO? Explain its inception and functions in promoting world trade. **07**
- OR**
- Q.4** (a) Explain various Export Incentives available to Indian Exporters. **07**  
 (b) What are the types of risks associated with exports? Explain the role of ECGC in such context. **07**
- Q.5** (a) Describe an export contract and discuss its essentials. **07**  
 (b) Explain the role of clearing & forwarding agents in the shipment process. **07**
- OR**
- Q.5** (a) Explain the benefits an exporter can avail through SEZ and EOU. **07**  
 (b) Explain the procedure of custom clearance of Import cargo. **07**

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