

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**
