

**GUJARAT TECHNOLOGICAL UNIVERSITY****M.B.A -IV<sup>th</sup> SEMESTER-EXAMINATION – MAY- 2012****Subject code: 2840502****Date: 23/05/2012****Subject Name: Export – Import Policy, Procedures and Documentation****Time: 10:30 am – 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.

<b>Q.1</b>	<b>(a)</b>	Explain the major external and internal factors affecting international business environment.	<b>07</b>
	<b>(b)</b>	What are the different institutions set up by government to assist the exporters in India? Explain any two in detail.	<b>07</b>
<b>Q.2</b>	<b>(a)</b>	What is the procedure of opening Letter of Credit? Explain four types of letter of credit.	<b>07</b>
	<b>(b)</b>	What are the Importance and functions of Export Promotion Council?	<b>07</b>
		<b>OR</b>	
	<b>(b)</b>	Explain the role of ECGC in exports? State the benefits for the exporter under ECGC.	<b>07</b>
<b>Q.3</b>	<b>(a)</b>	Explain the importance of Clearing and Forwarding Agent in process of shipment. List out the various services provided by C&F Agent.	<b>07</b>
	<b>(b)</b>	Discuss various methods of Pre-shipment Inspection and Quality Control.	<b>07</b>
		<b>OR</b>	
<b>Q.3</b>	<b>(a)</b>	Explain major Schemes and Incentives provided by the government for boosting exports.	<b>07</b>
	<b>(b)</b>	What is Export Finance? Which are the various Pre and Post Shipment Finance available to the Indian Exporters?	<b>07</b>
<b>Q.4</b>	<b>(a)</b>	What are INCO Terms? Explain each in detail.	<b>07</b>
	<b>(b)</b>	Which are the major Pre-shipment and Post-shipment documents, explain each in brief.	<b>07</b>
		<b>OR</b>	
<b>Q.4</b>	<b>(a)</b>	Which are the major factors affecting the supply chain management in international market?	<b>07</b>
	<b>(b)</b>	What is an Export Contract? According to you which are major points one has to look for while entering into the Contract?	<b>07</b>
<b>Q.5</b>	<b>(a)</b>	State the factors affecting determination of Export Price and explain major export pricing strategies.	<b>07</b>
	<b>(b)</b>	Discuss the evolution of WTO and enumerate the objectives and functions of WTO.	<b>07</b>
		<b>OR</b>	
<b>Q.5</b>	<b>(a)</b>	Explain the procedures of customs clearance of import cargo.	<b>07</b>
	<b>(b)</b>	Explain major types of Foreign Exchange Risks affecting International Business.	<b>07</b>

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