



(Following Paper ID and Roll No. to be filled in your Answer Book)

PAPER ID : 270459

Roll No.

--	--	--	--	--	--	--	--	--	--

M. B. A.

(SEM. IV) THEORY EXAMINATION, 2014-15
EXPORT MANAGEMENT & DOCUMENTATION

Time : 3 Hours]

[Total Marks : 100

- Note :**
- (i) Attempt all questions.
 - (ii) All questions carry equal marks.

1 Answer any four questions of the following : **4x5=20**

- (a) What are Export promotion councils (EPC's)?
- (b) What do you understand by the term INCOTERMS?
- (c) Explain briefly export documentation.
- (d) Highlight some recent trends in India's export.
- (e) What do you understand by Agricultural and Processed products Export Development Authority (APEDA) ?
- (f) Discuss the role of exports in the GDP of India.

- 2** Attempt any two of the following: **2x10=20**
- (a) Define the term exports. What are the various benefits that arise from exports? Highlight the importance of exports to a developing country like India.
 - (b) Explain the process of export marketing. What are the various sources of export information available to an exporter?
 - (c) How should an exporter select products and identify an export market?
- 3** Attempt any two of the following: **2x10=20**
- (a) Explain the role of agents and export houses in managing overseas distribution system.
 - (b) What are the various methods of locating and selecting an agent for export?
 - (c) Discuss the various modes of payments used in export management? How are the disputes related to payments settled in exporting?
- 4** Attempt any two of the following: **2x10=20**
- (a) Discuss the importance and functions of Export Import Bank of India.
 - (b) Explain the mechanism of price fixation in exports? What are the various methods of export pricing?
 - (c) Differentiate between pre-shipment and post-shipment finance for exports. What are the various special financial facilities available to an exporter?

5 Attempt any two of the following: **2x10=20**

- (a) What are the various statutory documents for an exports country and imports country? Explain in brief the documents for claiming export benefits.
 - (b) What are the various considerations involved while naming an export enterprise? What are the various forms of ownership used in the export management?
 - (c) What are Main commercial documents and Additional commercial documents? How can an exporting firm get registered with RBI?
-