

GUJARAT TECHNOLOGICAL UNIVERSITY
MBA – SEMESTER – 4 • EXAMINATION – WINTER 2015

Subject Code: 2840502**Date: 03/12/2015****Subject Name: Export Import Policy Procedure and 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 major external and internal factors affecting international business environment. **07**
(b) Which are the export incentives provided to the Indian exporters? **07**
- Q.2** (a) Explain briefly with the help of chart documents required for the Pre-Shipment & Post- Shipment. **07**
(b) What is IEC number and what are the documents required to be attached with the application for obtaining IEC number? **07**
- OR**
- (b) Differentiate between Domestic and International trade and explain the factors affecting International trade. **07**
- Q.3** (a) Discuss the various modes of transport used in Exports. Prepare a comparative analysis between air and sea shipments? **07**
(b) Explain the procedure required for the custom clearance of Import cargo? **07**
- OR**
- Q.3** (a) What is the procedure of opening Letter of Credit? Explain four types of letter of credit. **07**
(b) What are INCO Terms? Explain each in brief. **07**
- Q.4** (a) What is an Export Contract? According to you which are major points one has to look for while entering into the Contract? **07**
(b) What is Pre-shipment Inspection? Explain the various methods of pre-shipment inspection. **07**
- OR**
- Q.4** (a) Explain the major Provisions of FEMA 1999 with respect to transaction by an Indian in foreign Exchange. **07**
(b) State the various strategies adopted for the Export Pricing? **07**
- Q.5** (a) Explain in brief the history and development of GATT and the Inception of WTO. **07**
(b) Examine the types of risk covered by ECGC to help Indian exporters and banks. **07**
- OR**
- Q.5** (a) Examine the role of Clearing and Forwarding Agent in the shipment process and state the various services provided by them. **07**
(b) Explain the benefits and of SEZ and EOU scheme to Indian Exporters. **07**
