

Seat No.:

**GUJARAT TECHNOLOGICAL UNIVERSITY**  
**MBA-SEMESTER(IV)-EXAMINATION-SUMMER 2018**

**Subject Code: 2840502**

**Date:30/05/2018**

**Subject Name: Export-Import Policy, Procedure & 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. No.	Question Text and Option		6
<b>Q.1 (a)</b>	This method of payment presents the least risk to an exporter.		
1.	A. Sight Draft	B. Time Draft	
	C. Open Account	D. Letter of Credit	
	This is the international system used to classify exported products.		
2.	A. Harmonised Tariff Schedule(HS)	B. Schedue X	
	C. Schedule A	D. Brussels Tariff Nomenclature	
	The simplest type of countertrade is.		
3.	A. Counter purchase	B. Parallel Barter	
	C. Barter	D. Buyback	
	This document is used for quotation rather than payment purposes.		
4.	A. Commercial invoice	B. Proforma Invoice	
	C. Insurance Certificate	D. Bill of Lading	
	What is the full form of CNF?		
5.	A. Carriage & Freight	B. Carriage not found	
	C. Cost not found	D. Cost & Freight	
	What is the full form of FTZ?		
6.	A. Free Tax Zone	B. Freight Trade Zone	
	C. Free Trade Zone	D. Free Transaction Zone	
<b>Q.1</b>	(b)	Define the following: a) Liner Shipping b) Ware Housing c) LCL d) FCL.	<b>04</b>
<b>Q.1</b>	(c)	What is IEC? Which are the documents required to obtain IEC?	<b>04</b>
<b>Q.2</b>	(a)	What do you mean by INCOTERMS. Explain any six INCOTERMS?	<b>07</b>
	(b)	What is L/C? Explain the advantages and limitations of L/C.	<b>07</b>
	<b>OR</b>		
	(b)	Explain the role of communication with foreign buyers in Exports?	<b>07</b>
<b>Q.3</b>	(a)	State the various strategies adopted for the Export Pricing?	<b>07</b>
	(b)	What is the role of ECGC in boosting exports?	<b>07</b>
	<b>OR</b>		
<b>Q.3</b>	(a)	What do you mean by SEZ's? How they are helpful to Indian exporters?	<b>07</b>
	(b)	Explain the major difference between FERA & FEMA?	<b>07</b>
<b>Q.4</b>	(a)	What is Pre-Shipment Inspection and explain the different methods of certification available to Indian Exporters?	<b>07</b>

(b) Describe export incentives for Indian Exporters?

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07

**OR**

**Q.4** (a) Which are the major factors affecting the supply chain management in international market? **07**

(b) Explain the procedure required for the custom clearance of IMPORT cargo? **07**

**Q.5** You are working in a leading C&F company. Which documents you will require while going for pre & post shipment. **14**

**OR**

**Q.5** As an export manager, which things you will take into consideration before finalizing the export order. **14**

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