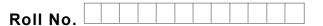
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Total No. of Pages : 02

Total No. of Questions : 15

MBA (IB) (2015 to 2017) (Sem.-4) FOREIGN TRADE FINANCING AND DOCUMENTATION Subject Code : MBAIB-403 M.Code : 71409

Time: 3 Hrs.

Max. Marks : 60

INSTRUCTION TO CANDIDATES :

- 1. SECTION-A contains SIX questions carrying FIVE marks each and students has to attempt any FOUR questions.
- 2. SECTION-B consists of FOUR Sub sections : Units-I, II, III & IV. Each Subsection contains TWO questions each carrying EIGHT marks each and student has to attempt any ONE question from each Subsection.
- 3. SECTION-C is COMPULSORY and consists of ONE CASE STUDY carrying EIGHT marks.

SECTION-A

- 1. What is the bill of exchange?
- 2. What do you understand by the discrepancy in the document? Explain with an example.
- 3. What is an export bill?
- 4. What is bill purchase?
- 5. What is negotiation of documents?
- 6. What is marine risk?

SECTION-B

UNIT-I

- 7. What are the different method of payment used in international trade? Discuss in length.
- 8. What is Letter of Credit (LC)? What is the procedure to open a LC? What are the different types of LCs?

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UNIT-II

- 9. What are documents required to avail the pre-shipment credit? What are the advantages of it and what is the procedure to avail the pre-shipment credit?
- 10. What is the procedure to avail the post-shipment credit? On what terms banks would provide the post-shipment credit?

UNIT-III

- 11. What is the role played by ECGC in the foreign trade? What are the standard policies of ECGC and what kind of risks are covered by ECGC?
- 12. What is the role of Commercial banks in international trade? What kinds of facilities are offered by the commercial banks to exporters/importers?

UNIT-IV

- 13. What are the functions of EXIM banks and the export programs offered by the EX1M bank?
- 14. Discuss in length the steps in processing in an export order.

SECTION-C

- 15. Rohit Sharma is an export manager in a textile company. While his visit to an international trade fair, he came across a new buyer from Europe. The buyer asked for a credit of 90 days and booked 2 containers. Please answer the following questions based on the situation.
 - 1) What mode of payment should Rohit ask for and why?
 - 2) What step Rohit should take to execute the order effectively?

NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.

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