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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?

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 EXIM 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.