

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

PAPER ID : 7158

Roll No.

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M.B.A.

(SEM IV) EVEN SEMESTER THEORY EXAMINATION,
2009-2010

**EXPORT MANAGEMENT AND
DOCUMENTATION**

Time : 3 Hours

Total Marks : 100

Note : *Attempt all questions.*

1. Attempt any four parts of the following : (4x5=20)

- (a) International Trade Promotion Organisation (ITPO)
- (b) Export Promotion Councils (EPC's)
- (c) Agricultural and Processed Products Export Development Authority (APEDA)
- (d) INCOTERMS
- (e) Principal Export Documents
- (f) Role of Export in GDP of India.

2. Attempt any two parts of the following : (2x10=20)

- (a) What are the benefits arising from exports with reference to small firms ?

- (b) What are the recent trends in India's export ?
- (c) How should an exporter select the various export markets ?

3. Attempt any two parts of the following : (2x10=20)

- (a) "In international markets, there is absolutely no uniformity in the channels that may be selected for distribution of products/ services". Do you agree with the statement. Support your answer in the light of various channels of distribution used in export management ?
- (b) What is role of agents and export houses in managing overseas distribution system ?
- (c) What are the various modes of payment used in export management ?

4. Attempt any two parts of the following : (2x10=20)

- (a) What is the nature and functions of Export-Import Bank of India ?
- (b) What is the role of ECGC in export promotion ?
- (c) What are the various export pricing methods ?

5. Attempt any two parts of the following : (2x10=20)

- (a) What is the process of registration with RBI and Regional Licensing authorities ?
- (b) What are the documents for claiming export benefits ?
- (c) Discuss in brief the procedure of export documentation at shipment and post shipment stage.

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