

GUJARAT TECHNOLOGICAL UNIVERSITY**M.B.A -IVth SEMESTER-EXAMINATION – MAY- 2012****Subject code: 2840502****Date: 23/05/2012****Subject Name: Export – Import Policy, Procedures and Documentation****Time: 10:30 am – 01:30 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)	What are the different institutions set up by government to assist the exporters in India? Explain any two in detail.	07
Q.2	(a)	What is the procedure of opening Letter of Credit? Explain four types of letter of credit.	07
	(b)	What are the Importance and functions of Export Promotion Council?	07
		OR	
	(b)	Explain the role of ECGC in exports? State the benefits for the exporter under ECGC.	07
Q.3	(a)	Explain the importance of Clearing and Forwarding Agent in process of shipment. List out the various services provided by C&F Agent.	07
	(b)	Discuss various methods of Pre-shipment Inspection and Quality Control.	07
		OR	
Q.3	(a)	Explain major Schemes and Incentives provided by the government for boosting exports.	07
	(b)	What is Export Finance? Which are the various Pre and Post Shipment Finance available to the Indian Exporters?	07
Q.4	(a)	What are INCO Terms? Explain each in detail.	07
	(b)	Which are the major Pre-shipment and Post-shipment documents, explain each in brief.	07
		OR	
Q.4	(a)	Which are the major factors affecting the supply chain management in international market?	07
	(b)	What is an Export Contract? According to you which are major points one has to look for while entering into the Contract?	07
Q.5	(a)	State the factors affecting determination of Export Price and explain major export pricing strategies.	07
	(b)	Discuss the evolution of WTO and enumerate the objectives and functions of WTO.	07
		OR	
Q.5	(a)	Explain the procedures of customs clearance of import cargo.	07
	(b)	Explain major types of Foreign Exchange Risks affecting International Business.	07
