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Roll No. ....

Total Pages : 2

44046

**MBA 4th SEMESTER  
EXPORT IMPORT PROCEDURE AND  
DOCUMENTATION (MBA/F215)**

Time : 3 Hours]

[Max. Marks : 60

**Instructions :**

- (i) *It is compulsory to answer all the questions (2 marks each) from Part-1. Answer all questions of Part-1 in short.*
- (ii) *Answer any four questions (10 marks each) from Part-2 in detail.*
- (iii) *Different parts of the same question are to be attempted adjacent to each other.*

**PART-1**

1. Explain the followings in the context of export-import procedure and documentation :
- (a) Aligned Document System (2)
  - (b) Pre-shipment Finance (2)
  - (c) Export Contract (2)
  - (d) UCPDC Guidelines (2)
  - (e) Cargo Insurance (2)
  - (f) SEZ (2)
  - (g) ITPO (2)
  - (h) Role of Forwarding Agents (2)

- (i) Deemed Exports (2)  
(j) Central Excise clearance (2)

### PART-2

2. (a) Discuss the role of WTO in EXIM business in detail. (5)  
(b) Discuss the steps involved in export order processing from negotiation to execution. (5)
3. (a) Write a short note on INCOTERMS. (5)  
(b) Explain the role of FEMA in foreign exchange. (5)
4. Differentiate between manual custom clearance procedure and EDI based procedure in detail. (10)
5. List out the mandatory documents required to be prepared by an importer and exporter in international trade, along with their salient features. (10)
6. Describe in detail the methods of payment widely used in international trade. (10)
7. List out the export promotion schemes in India. How they are contributing in Indian export promotion? (10)