

Marks: 75

Time : 2hrs 30 min

Note:1. All questions are compulsory.

Q1. Answer any 2

(15)

- A) Explain importance of export trade to nation.
- B) Describe FOB And CIF quotation.
- C) State non- tariff barriers.

Q2. Answer any 2

(15)

- A) Write a note on Bill of Entry.
- B) Describe certificate of origin.
- C) Give brief note on consular invoice.

Q3. Answer any 2

(15)

- A) Explain negative list of imports.
- B) Describe post- shipment stage of export trade.
- C) State in detail pre shipment inspection conducted before exporting goods.

Q4. Answer any 2

(15)

- A) Describe pre shipment finance.
- B) Write a note on C & F Agent.
- C) Describe functions of EXIM Bank.

Q5. Case Study

(15)

Mr. Akshay is a producer & marketer of Bone China Crockery in Indian Market. He wants to expand his business by entering into exports.

1. According to you, is it important to select a products' target market carefully? If yes or no, Explain why?

Give suggestion to Mr. Akshay for naming the export company. (5)

2. Explain registration formalities involved in establishing export business. (10)
