

**MBA (INTERNATIONAL BUSINESS) DEGREE III SEMESTER  
EXAMINATION NOVEMBER 2013**

**SMI 2305 EXPORT IMPORT POLICIES AND PROCEDURES**

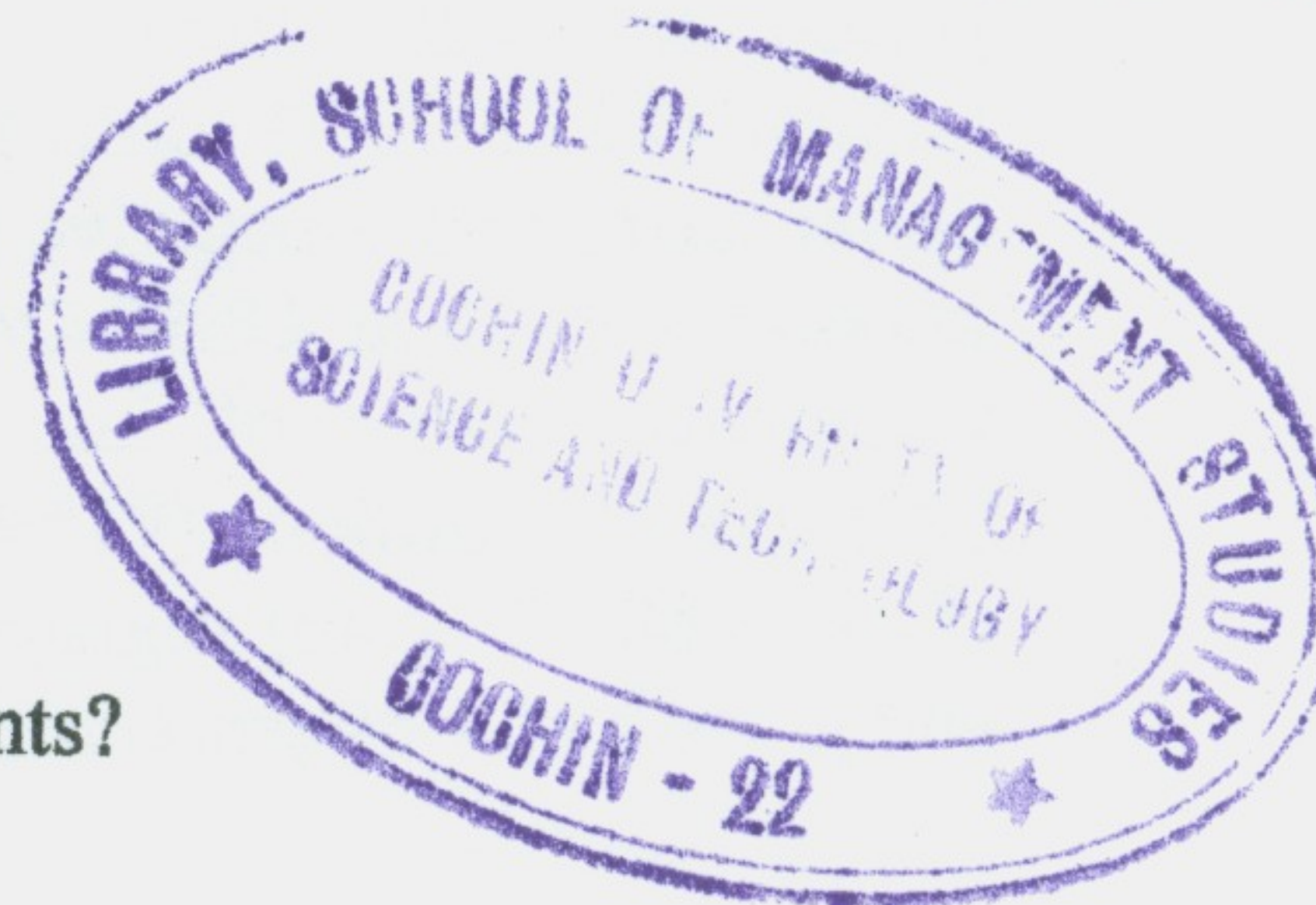
Time: 3 Hours

Maximum Marks: 50

**PART A**  
(Answer *ALL* questions)

(5 × 2 = 10)

- I. Define capital goods? Give some examples.
- II. What do you mean by counter trade?
- III. Define risk insurance.
- IV. What are the regulatory requirements of export documents?
- V. Write brief note on payment terms.



**PART B**  
(Answer *ANY FIVE* questions)

(5 × 4 = 20)

- VI. Explain Focus Market Scheme (FMS)?
- VII. What do you mean by deemed exports? Explain the benefits for deemed export.
- VIII. Briefly explain export realization.
- IX. Explain the import procedures for livestock products and fisheries sector.
- X. What are the customs procedures for export?
- XI. Briefly explain the special economic zone scheme in India.
- XII. Briefly define about the Export Inspection Council of India (EIC) and what are the main functions of EIC?

**PART C**  
(Answer *ANY TWO* questions)

(2 × 10 = 20)

- XIII. Explain the details of Export Promotion Capital Goods (EPCG) Scheme.
- XIV. Explain the promotional measures taken by the Government of India in the export sector.

**XV. Case Study**

The publication of India's trade and investment by EXIM Bank highlighted the trend in exports moving towards southern countries, particularly in the Asia and Africa regions. Asia is a key destination of India's exports – in 2001-02. Asia's share stood at 40.2 per cent, but in 2011-12 it grew to 51.6 per cent. Europe however has seen a decline in its share, down to 19 per cent in 2011-12 from 24.8 per cent in 2001-02. India's key exports in 2012 were petroleum products which generated \$56bn, followed by gems and jewellery with \$47bn Pharama products, transport equipment, machinery and readymade garments are also big exports for India. The

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2012 data shows that the United Arab Emirates (UAE) was India's biggest export market, closely followed by the USA. Exports during October, 2013 were valued at US \$27270.97 million (₹168031.71 crore) which was 13.47 per cent higher in dollar terms (31.86 percent higher in rupee terms) than the level of US\$24032.90 million (₹127431.81 crore) during October, 2012. Cumulative value of exports for the period April-October 2013-14 was US \$179376.37 million (₹1069226.68 crore) as against US\$ 168706.81 million (₹918270.21 crore) registering a growth of 6.32 per cent in dollar terms and growth of 16.44 per cent in rupee terms over the same period last year. Imports during October, 2013 were valued at US \$37827.02 million (₹233073.43 crore) representing a negative growth of 14.50 per cent in dollar terms and a negative growth of 0.65 per cent in rupee terms over the level of imports valued at US\$44243.75 million (Rs.234597.63 crore) in October, 2012. Cumulative value of imports for the period April-October, 2013-14 was US \$270058.66 million (₹1598772.73 crore) as against US \$280737.65 million (₹1527088.62 crore) registering a negative growth of 3.80 per cent in Dollar terms and growth of 4.69 per cent in rupee terms over the same period last year.

Questions:

- (i) What did you observed about the direction of India's trade?
- (ii) What did you understand from the export import performance in recent months?
- (iii) Give your suggestions to improve the export performance.

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