



## MBA (IB) DEGREE III SEMESTER EXAMINATION NOVEMBER 2015

**SMI 2305 EXPORT AND IMPORT - POLICIES AND PROCEDURES**  
(Regular)

Time: 3 Hours

**Maximum Marks: 50**

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

(5 × 2 = 10)

1. Enumerate the major reasons for international trade.
2. Briefly discuss the major sources of pre-shipment and post-shipment financing.
3. Write a brief note on customs formalities.
4. What do you mean by Deemed Exports?
5. How is the remittance of export proceeds by exporters monitored by the Government of India?

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

$(5 \times 4 = 20)$

6. Discuss the different categories of exporters.
7. Discuss the salient features of Foreign Trade (Development and Regulation) Act.
8. Discuss the role of different export promotion organizations of the Government of India.
9. Write a note on pre-shipment inspection and quality control.
10. Write a note on Incoterms.
11. Discuss the major export pricing quotations.
12. 'Two kinds of risk insurances are vital for every exporter'. Comment on the statement.

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

 $(2 \times 10 = 20)$ 

13. Explain the procedural formalities to become an exporter.
14. Discuss the import policies and procedures.
15. Explain the various Tariff and Non-Tariff Barriers and their influence on international trade.

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