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Q.5	i.	List and briefly explain any four essential export documents.	4	2	6	3
	ii.	What is the significance of a Bill of Lading in international shipping? Give a format of a Bill of Lading.	6	3	6	3
OR	iii.	Explain the process of preparing an export invoice and its significance in the export documentation process.	6	4	6	2
Q.6		Attempt any two:				
	i.	Discuss the initial steps that an exporter must take before shipping goods overseas?	5	2	4	3
	ii.	Describe the purpose of the marine insurance policy in exporting.	5	3	4	3
	iii.	What is a letter of credit? How does it benefit exporters?	5	3	2	4

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Total No. of Questions: 6

Total No. of Printed Pages:4

Enrollment No.....



Faculty of Management Studies

End Sem Examination Dec 2024

MS3ET03 Export Procedures & Documentation

Programme: BBA

Branch/Specialisation: Management

Duration: 3 Hrs.

Maximum Marks: 60

Note: All questions are compulsory. Internal choices, if any, are indicated. Answers of Q.1 (MCQs) should be written in full instead of only a, b, c or d. Assume suitable data if necessary. Notations and symbols have their usual meaning.

		Marks	BL	PO	CO	PSO
Q.1	i.	What is the primary purpose of the Export-Import (EXIM) policy in India?	1	1	1	
	(a)	To regulate internal trade				
	(b)	To promote exports and control imports				
	(c)	To manage government finances				
	(d)	To set prices for goods				
	ii.	INCO terms are primarily used to define-	1	1	2	2
	(a)	The quality standards of goods.				
	(b)	The responsibilities of buyers and sellers in international transactions.				
	(c)	The pricing of goods in the domestic market.				
	(d)	The taxation policies of exports.				
	iii.	What is the role of the export Credit Guarantee Corporation (ECGC)?	1	2	2	2
	(a)	To facilitate trade fairs				
	(b)	To provide insurance for exporters against payment risks				
	(c)	To regulate customs duties				
	(d)	To issue export licenses				

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- iv. The board of trade in India is primarily involved in- **1** 2 2 3
- (a) Setting prices for commodities  
(b) Promoting and facilitating trade and commerce  
(c) Granting export licenses  
(d) Conducting trade fairs
- v. Which department is responsible for the regulation of customs duties in India? **1** 2 2 4
- (a) Ministry of external affairs  
(b) Ministry of commerce  
(c) Central Board of Indirect Taxes and Customs (CBIC)  
(d) Directorate General of Foreign Trade (DGFT)
- vi. Which of the following is not a function of the customs department? **1** 2 2 1
- (a) Collecting customs duties  
(b) Preventing smuggling  
(c) Issuing import licenses  
(d) Facilitating international trade
- vii. Which document is essential for the shipment of goods in international trade? **1** 2 3 3
- (a) Bill of exchange  
(b) Letter of credit  
(c) Bill of lading  
(d) Certificate of origin
- viii. Which of the following is classified as a regulatory document in export? **1** 2 3 3
- (a) Packing list  
(b) Proforma invoice  
(c) Bill of lading  
(d) Import license
- ix. What does the term 'Letter of Credit' (LC) refer to in export banking procedures? **1** 2 3 3
- (a) A guarantee from the bank to pay the exporter  
(b) A document issued by the exporter  
(c) A shipping document  
(d) An invoice for the goods

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- x. What is the purpose of the GR-1 Form in the export process? **1** 2 3 3
- (a) To declare the value of goods exported  
(b) To obtain an export license  
(c) To provide insurance for the shipment  
(d) To certify the origin of the goods
- Q.2 i. What is the main objective of the export-import policy in India? **2** 1 1 1
- ii. Explain the significance of the foreign Trade Policy (FTP) for exporters. **3** 1 2 1
- iii. Discuss the historical development of India's export-import policy and its impact on the current trading environment. **5** 4 4 5
- OR iv. Explain the various schemes implemented under the foreign trade policy aimed at promoting exports. How do these schemes support exporters? **5** 3 2 2
- Q.3 i. What is the role of the Directorate General of Foreign Trade (DGFT)? **2** 2 3 5
- ii. Analyse the roles and responsibilities of key government authorities involved in promoting exports in India, such as the department of commerce and the board of trade. **8** 4 3 5
- OR iii. How does the Federation of Indian export Organisations (FIEO) support exporters in India? Discuss its initiatives and services **8** 3 2 2
- Q.4 i. Describe the process of customs clearance for exported goods. **3** 2 1 3
- ii. Discuss the importance of customs regulations in international trade and the challenges faced by exporters in complying with these regulations. **7** 5 1 4
- OR iii. Examine the functions of the Central Warehousing Corporation (CWC) in facilitating international trade. What are the advantages of using its services for exporters? **7** 3 2 1

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### Marking Scheme

#### MS3ET03 (T) Export Procedures & Documentation (T)

Q.1	i)	b) To promote exports and control imports	1
	ii)	b) The responsibilities of buyers and sellers in international transactions.	1
	iii)	b) To provide insurance for exporters against payment risks	1
	iv)	b) Promoting and facilitating trade and commerce	1
	v)	c) Central Board of Indirect Taxes and Customs (CBIC)	1
	vi)	c) Issuing import licenses	1
	vii)	c) Bill of Lading	1
	viii)	d) Import License	1
	ix)	a) A guarantee from the bank to pay the exporter	1
	x)	a) To declare the value of goods exported	1
Q.2	i.	What is the main objective of the Export-Import Policy in India? As per explanation - 2	2
	ii.	Explain the significance of the Foreign Trade Policy (FTP) for exporters. 1 marks for each significance	3
	iii.	Discuss the historical development of India's Export-Import Policy -2.5 and its impact on the current trading environment. -2.5	5
	OR iv.	Explain the various schemes implemented under the Foreign Trade Policy aimed at promoting exports. -3 How do these schemes support exporters? -2	5
Q.3	i.	What is the role of the Directorate General of Foreign Trade (DGFT)? As per explanation - 2	2
	ii.	Analyse the roles and responsibilities of key government authorities involved in promoting exports in India, such as the Department of Commerce - 4 the Board of Trade.- 4	8
OR	iii.	How does the Federation of Indian Export Organisations (FIEO) support exporters in India? – 4 Discuss its initiatives and services - 4	8

Q.4	i.	Describe the process of customs clearance for exported goods. As per explanation - 3	3
	ii.	importance of customs regulations in international trade- 3.5 the challenges faced by exporters in complying with these regulations.- 3.5	7
OR	iii.	Examine the functions of the Central Warehousing Corporation (CWC) in facilitating international trade. - 3.5 What are the advantages of using its services for exporters? - 3.5	7
Q.5	i.	List - 1 briefly explain any four essential export documents. - 3	4
	ii.	What is the significance of a Bill of Lading in international shipping? Give a format of a Bill of Lading.	3
OR	iii.	Explain the process of preparing an export invoice - 3 significance in the export documentation process. - 3	6
Q.6	i.	Discuss the initial steps that an exporter must take before shipping goods overseas? As per explanation	5
	ii.	Describe the purpose of the Marine Insurance Policy in exporting. As per explanation	5
	iii.	What is a Letter of Credit – 2 How does it benefit exporters? - 3	5

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