

Faculty of Management Studies

End Semester Examination May 2025

MS5SEL02 Export-Import Procedure & Documentation

Programme	: MBA	Branch/Specialisation	: -
Duration	: 3 hours	Maximum Marks	: 60

Note: All questions are compulsory. Internal choices, if any, are indicated. Assume suitable data if necessary. Notations and symbols have their usual meaning.

Section 1 (Answer all question(s))

Q1.	Which of the following is not a type of exporter?	Marks CO BL		
		1	1	1
	<input type="radio"/> Merchant exporter <input type="radio"/> Project exporter <input checked="" type="radio"/> Manufacturer exporter <input checked="" type="radio"/> Customs officer			
Q2.	What is the first step in starting an export-import business in India?			
	<input type="radio"/> Getting a PAN card <input type="radio"/> Registering with SEZ <input checked="" type="radio"/> Obtaining an Import Export Code (IEC) <input type="radio"/> Opening a foreign account			
Q3.	What is a performa invoice?			
	<input type="radio"/> A sales invoice <input type="radio"/> A customs bill <input checked="" type="radio"/> A draft invoice sent before confirmation <input type="radio"/> A shipping label			
Q4.	Which document is required for customs clearance?			
	<input type="radio"/> Packing list <input type="radio"/> Shipping bill <input checked="" type="radio"/> Commercial invoice <input checked="" type="radio"/> All of the above			
Q5.	Which of the following is a commercial principal document?			
	<input type="radio"/> Shipping bill <input checked="" type="radio"/> Commercial invoice <input type="radio"/> Mate's receipt <input type="radio"/> Guaranteed remittance form			
Q6.	Bill of lading is issued by-			
	<input type="radio"/> Exporter <input checked="" type="radio"/> Shipping company <input type="radio"/> Consignee <input type="radio"/> DGFT			
Q7.	Which document is used to declare imported goods at customs?			
	<input type="radio"/> Shipping bill <input type="radio"/> Bill of lading <input checked="" type="radio"/> Bill of entry <input type="radio"/> GR form			
Q8.	Freight declaration is issued by-			
	<input type="radio"/> Exporter <input checked="" type="radio"/> Transport agency <input type="radio"/> Importer <input type="radio"/> Insurance agency			
Q9.	Which list contains goods prohibited from being exported/imported?			
	<input type="radio"/> Export promotion list <input checked="" type="radio"/> Negative list <input type="radio"/> Positive list <input type="radio"/> Active list			
Q10.	Which mode is not a valid shipment method?			
	<input type="radio"/> Courier <input checked="" type="radio"/> By drone <input type="radio"/> Sea <input type="radio"/> By post			

Section 2 (Answer all question(s))

Marks CO BL

Q11. Define Importer Exporter Code (IEC).

2 1 1

Rubric	Marks
Define	2

Q12. What are the characteristics of Exim documents?

3 1 1

Rubric	Marks
3 characteristics - 1 each	3

Q13. (a) Explain the major dimensions of export-import documentation.

5 1 1

Rubric	Marks
Major 5 dimensions of export-import documentation with explanation	5

(OR)

(b) Briefly describe the formalities for obtaining export licenses.

Rubric	Marks
5 Formalities for obtaining export licenses	5

Section 3 (Answer all question(s))

Marks CO BL

Q14. Describe the importance of the packing List in exports.

3 2 1

Rubric	Marks
6 importance	3

Q15. (a) Explain the detailed process of export order processing.

7 2 1

Rubric	Marks
7 steps - 1 each	7

(OR)

(b) Describe the role of export promotion councils and commodity boards in processing exports.

Rubric	Marks
Export Promotion Councils provide technical assistance, market information, and support to exporters. - 3.5 each Commodity Boards, particularly for traditional commodities, focus on production, development, and export promotion - 3.5 each	7

Section 4 (Answer all question(s))

Marks CO BL

Q16. Mention two types of policies available under marine insurance.

3 3 2

Rubric	Marks
1.5 each	3

Q17. (a) Explain various commercial and regulatory documents involved in pre-shipment documentation.

7 3 2

Rubric	Marks
Explanation of Commercial documents involved in pre-shipment documentation-3.5	7
Explanation of Regulatory documents involved in pre-shipment documentation-3.5	

(OR)

(b) Describe the procedure for obtaining BIS 14000 certification.

Rubric	Marks
Procedure-5 Marks	7
Relevant Explanation-2 Marks	

Section 5 (Answer all question(s))

Marks CO BL

Q18. Describe any two facilities available to EOU's.

3 4 2

Rubric	Marks
1.5 each	3

Q19. (a) Explain the post-shipment formalities and procedures.

7 4 2

Rubric	Marks
Post-shipment formalities and procedures. 7 steps-1 mark each	7

(OR)

(b) Describe excise duty and customs clearance procedures.

Rubric	Marks
Excise Duty and Customs Clearance procedures - 3.5 each	7

Section 6 (Answer any 2 question(s))

Marks CO BL

Q20. Differentiate between shipment by air and shipment by sea.

5 5 2

Rubric	Marks
Differentiate 5 each	5

Q21. What are the procedures involved in multimodal transportation?

5 5 2

Rubric	Marks
Procedure explanation-4 mark	5
Example-1 Mark	

Q22. Discuss the recent EXIM policy & its three key provisions.

5 5 2

Rubric	Marks
Explanation of EXIM policy-2 Mark	5
Three key provisions-3 mark	
