

SPECIALIZATION GROUP (IB)

Export Mgmt. & Documentation- (IB-03)

Unit-1

I- Short Answer Type Questions:-

- 1- Define Export?
- 2- What is the concept of Export Winners?
- 3- What are the organizational Export Activities?
- 4- What do you mean by Export/Import Licensing?
- 5- What are tariff systems?

II- Long Answer Type Questions:-

- 1- What do you mean by export management? Mention all the benefits and importance of export to India?
- 2- Explain the process of Export Marketing. Also mention the sources of Export Information?
- 3- Write notes on:-
 - a- Important Organizations,
 - b- Direction of Exports from India,
 - c- Recent Trends in India's Export.
- 4- Explain how products are selected for export and how the Export Markets are identified?
- 5- What are the various criteria's of grouping other countries for Export?

Unit-2

I- Short Answer Type Questions:-

- 1- What do you mean by export marketing channels?
- 2- What is an export sale?
- 3- Explain the concept of export distribution?
- 4- Throw some light on Exports Sales Contract?
- 5- Selection of Agent in exporting is necessary or not?

II- Long Answer Type Questions:-

- 1- What are the roles of agents in exporting? Explain the methods of selecting and locating the agents in exporting?
- 2- Explain export sales contract? Also explain the nature of export sales contract.
- 3- What are the various export marketing channels, also mention their benefits?
- 4- Write notes on:-
 - a- Settlement of disputes,
 - b- Terms of payment in Export,
 - c- Export Sales Contract.
- 5- What do you mean by International Channels of Distribution? How they are beneficial for the business expansion.

Unit-3

I- Short Answer Type Questions:-

- 1- Define Export Finance?

- 2- Discuss Export Pricing?
- 3- What is post shipment finance?
- 4- Throw some light on BOP?
- 5- Write about ECGC?

II- Long Answer Type Questions:-

- 1- Write about ECGC & Export Credit Risk Insurance with its role, Standard Policies and risks covered by standard policies?
- 2- Discuss Quality control and Pre-shipment Inspection. Also write objectives and standards of Quality Control.
- 3- Write down all the basic problems faced by the Indian Export Sector?
- 4- Write Notes on :-
 - a- Export Import Bank of India,
 - b- Export Pricing,
 - c- Special Financial Facilities.
- 5- What do you mean by mechanism of price fixation? Also mention its benefits to India's export.

Unit-4

I- Short Answer Type Questions:-

- 1- Define export documentation?
- 2- What are statutory documents?
- 3- What is registration?
- 4- Explain Licensing Authorities?
- 5- Write about certificates/documents?

II- Long Answer Type Questions:-

- 1- What do you mean by registration? Also mention all the formalities to be followed for registration.
- 2- How export documentation is done? What are the essentials which are needed to have for exporting?
- 3- What are commercial documents? Discuss all the additional commercial documents and statutory documents for Imports country.
- 4- Write Notes on:-
 - a- Registration with RBI,
 - b- EPC/CBs,
 - c- Form of Ownership.
- 5- Write Notes on:-
 - a- Documents for claiming export benefits,
 - b- General Registration,
 - c- Registration with Licensing Authorities.

By: Dharmendra Kushwah