

Export Procedure and Documentation

Time Allowed : 3 Hours

Maximum Marks :

Regular : 80

Re-appear : 90

Note : **Question No. 1 is compulsory.** Attempt five questions in all, All questions carry equal marks.

Compulsory Question

1. Explain the following terms :

- (a) Aligned documentation.
- (b) Bill of Lading.
- (c) Letter of Credit.

(d) DEPB scheme.

(e) FOB

(f) Proforma Invoice.

2. Discuss the major documents used in Export business. 16
3. Discuss the salient features of current EXIM policy. 16
4. What is an Export order ? How is it processed ? 16
5. What are Cargo and Credit risks ? How can they be managed ? 16
6. What are the various functions of Commodity Boards ? 16
7. Explain the various terms of payment used in International business. As an exporter which one would you consider as the most secured ? 16
8. Discuss about the procedures and formalities involved in entering export business. 16