

Roll No.....

Total Pages: 3
14602

BBA/D-17
EXPORT PROCEDURE AND DOCUMENTATION
Paper: BBA-305

Time: Three Hours

Maximum Marks: 80

Note: Attempt Five questions in all. Q. No. 1 is compulsory. All questions carry equal marks.

1. Write short notes on the following :
 - (a) Commercial documents
 - (b) Letter of credit
 - (c) G. R. Form
 - (d) IIFT (Indian Institute of Foreign Trade)
 - (e) Importer-Exporter Code Number (IEC)
 - (f) Direct Exporting.
2. What do you mean by Indirect Exporting? Discuss the advantages and disadvantages of indirect exporting.
3. Discuss the role of Export Promotion Councils for various commodities.
4. Which methods of payments are used in international business? Which one do you consider as the best?
5. What steps are taken at Registration and pre-shipment stage of Export Procedure?
6. What are the rationale behind providing export incentives? Explain some important export incentives.
7. Explain the different types of Risks involved in the export business.
8. What do you understand by Aligned Documentation system? Which benefits are available to international trader due to this?