



LOYOLA COLLEGE (AUTONOMOUS), CHENNAI – 600 034

B.Com. DEGREE EXAMINATION – COMMERCE

FIFTH SEMESTER – NOVEMBER 2015

CO 5410 - EXIM PROCEDURES

Date : 13/11/2015
Time : 09:00-12:00

Dept. No.

Max. : 100 Marks

PART – A

Answer **ALL** the questions:

(10 x 2 = 20)

1. What is direct exporting?
2. What is ethnocentric marketing?
3. What are INCOTERMS?
4. What is meant by NVOCC?
5. What is a certificate of inspection?
6. Distinguish between bill of lading and shipping bill.
7. What is multimodal bill of lading?
8. Who issues a Mate's receipt?
9. How are export houses categorised under the EXIM policy 2015 – 2020?
10. What is known as a negative list?

PART – B

Answer any **FOUR** questions:

(4 X 10 = 40)

11. What are the barriers to exporting?
12. Explain the procedure for registering yourself as an exporter. What are the documents to be submitted for registration?
13. Explain the important features of pre shipment finance and post shipment finance.
14. What is known as the Bill of entry? What are documents to be submitted along with the bill of entry for clearing import customs?
15. Explain the different kinds of letters of credit.
16. How would you process an export order? What is the implication of GSP? What is the MFN clause?
17. What are the factors you must keep in mind while selecting items for exports?

PART – C

Answer any **TWO** questions:

(2 X 20 = 40)

18. Explain in detail the major features of the export import policy of 2015 – 2020. In this context can you explain the merchandise export form India's Scheme(MEIS)?
19. Explain in detail the excise procedures for clearing exportable cargo. Explain the ARE document.
20. Bring out the advantages and disadvantages of the following overseas market entry –
- a) Exporting
 - b) Licencing
 - c) Joint Ventures
 - d) Foreign subsidiaries
21. What are the strength's and weakness of India in trading with Chine? Is the future bright for both these countries?
