



Date: 30-10-2018  
Time: 09:00-12:00

Dept. No.

Max. : 100 Marks

**PART A**

**Answer ALL the questions:**

**(10X2 Marks =20)**

1. Define exports.
2. What is ethno centric marketing?
3. What is duty draw back?
4. What is mates receipt?
5. What is letter of credit?
6. What is RCMC certificate?
7. What is bill of lading?
8. What is certificate of origin?
9. What is certificate of inspection?
10. What is FOB?

**PART B**

**Answer any FOUR questions:**

**(4x10 Marks =40)**

11. State the objectives of exporting. Explain the stages of exporting.
12. What are the documents to be submitted for registration of exporter?
13. Explain the features of post-shipment finance.
14. What are the non-tariff barriers to exporting?
15. Who are the members of SAARC group of companies? How can India benefit by being a member of SAARC?
16. What is duty drawback? What are the documents to be filed for claiming duty drawback?
17. What are the advantages and disadvantages of exporting?

**PART C**

**Answer any TWO questions:**

**(2X20 Marks = 40)**

18. How are foreign markets assessed economically, politically and culturally?
19. What are the different methods that can be used for entering foreign markets?
20. Explain excise procedures.
21. Explain customs procedures.

