



**LOYOLA COLLEGE (AUTONOMOUS), CHENNAI – 600 034**

**B.Com. DEGREE EXAMINATION – COMMERCE**

**FIFTH SEMESTER – NOVEMBER 2014**

**CO 5410 - EXIM PROCEDURES**

Date : 10/11/2014  
Time : 09:00-12:00

Dept. No.

Max. : 100 Marks

**Section – A**

**Answer ALL the questions:**

**(10 x2=20 marks)**

1. What is meant by indirect exporting?
2. A new trading group is emerging, who are the member countries of BCIM?
3. What is the ARE document?
4. What is packaging?
5. Distinguish between FOB and CIF quotations.
6. What are tariff barriers?
7. What does ASEAN stand for? Who are the member countries?
8. What is a bill of lading?
9. What is a phyto sanitary certificate?
10. Who is a registered exporter?

**Section – B**

**Answer any FOUR questions:**

**(4 x10=40 marks)**

11. You wish to export a product manufactured by your firm to a prospective buyer in Nepal. What procedure would you follow for claiming refund of customs duty?
12. What procedure would you follow to register yourself as an exporter? What documents would you be required to furnish?
13. Explain the different kinds of Non-tariff barriers you would encounter as an exporter.
14. Explain the important features of pre-shipment finance and post-shipment finance.
15. What is a letter of credit? How does it help in financing foreign trade? Explain the operation of a letter of credit.
16. How would you assess a foreign market economically and legally?
17. Explain the role of a clearing and forwarding agent. What are his duties and obligations?

**Section – C**

**Answer any TWO questions:**

**(2 x20=40 marks)**

18. Explain the merits and demerits of the following methods of market entry
  - a) Exporting
  - b) Franchising
  - c) Joint-ventures
  - d) Foreign subsidiaries
19. Explain the following export documents
  - a) RCMC Certificate
  - b) ARE
  - c) Shipping Bill
  - d) Pre-shipment inspection certificate
  - e) Dock challan
20. Explain the procedure for imports. How would you negotiate the bill of entry?
21. What are the advantages and disadvantages of product standardization strategies? What are the advantages and disadvantages of product adaptation strategy? Which strategy is most appropriate to India export -led growth or growth- led exports?

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