

USN

Course Code 2 2 M B A L S 4 0 3

Fourth Semester MBA Degree Examinations, October/ November 2025

EXPORT IMPORT MANAGEMENT

Duration: 3 hrs

Max. Marks: 100

Note: 1. Answer any FOUR full questions from Question No. 1 to 7.

2. Question No. 8 is compulsory

3. Missing data, if any, may be suitably assumed

<u>O. No</u>	<u>Question</u>	<u>Marks</u>	<u>(RBTL:CO:PO)</u>
1	a. Define foreign trade along with the benefits.	03	(3:1:1)
	b. Explain the importance of foreign trade.	07	(3:1:1)
	c. Discuss the salient features of Indian trade policy 2023.	10	(3:1:1)
2.	a. Give three reasons for documentation in exports and imports.	03	(4:2:2)
	b. Describe the regulatory documents for exports.	07	(4:2:2)
	c. Enlist the principal and auxiliary documents.	10	(4:2:2)
3.	a. Define business agreements and contracts.	03	(5:3:3)
	b. Describe the duties and responsibilities of exporter under CIF contract.	07	(5:3:3)
	c. List out critical elements of export contracts.	10	(5:3:3)
4.	a. List out the 4 Incoterms 2020 for sea and inland waterways.	03	(4:4:4)
	b. Describe the 7 Incoterms 2020 for any mode(s) of transport.	07	(4:4:4)
	c. Discuss the major laws in India having bearing on export contracts.	10	(4:4:4)
5	a. What are the two legal dimensions relating to products?	03	(5:5:5)
	b. Explain the causes of disputes and methods of dispute resolution.	07	(5:5:5)
	c. Discuss the different methods of receiving payments.	10	(5:5:5)
6.	a. Write at least three types of export import businesses.	03	(3:1:1)
	b. List out the important global and Indian regulatory bodies for international trade.	07	(3:1:1)
	c. Describe the steps involved in establishing a business firm for exports and imports in India.	10	(3:1:1)
7.	a. Name the three documents relating to excisable goods.	03	(4:2:2)
	b. Enlist the documents related to payments explaining the bills of exchange and their types.	07	(4:2:2)
	c. Describe the documents related to shipment.	10	(4:2:2)

Note: (RBTL - Revised Bloom's Taxonomy Level: CO - Course Outcome: PO – Programme Outcome)

8.

Case Study

Read the following note and answer the questions below:

Choice of Currency can bring in “Boom” or “Doom” to either exporter or importer

The choice of currency is a fundamental aspect of export sale; it can substantially affect the profitability of a sale for an exporter.

Take an example of a sale by an Indian exporter to the USA. The sale amount expected by the exporter is **₹10,00,000** on the total costs of **₹8,00,000**. (in other terms the exporter is expecting a 25% profit margin on cost).

The exporter and importer agreed to conduct the transaction in US\$ and that the exchange rate at the time of sale (January 1, 2025) is **₹85.58/US\$**. Therefore, the exporter bills the importer for **US\$ 11,685**.

However, the actual payment happened on February 7, 2025 when the exchange rate is **₹87.79/US\$**.

So, the transaction actually yielded a revenue of **₹10,25,826** and a profit of **₹2,25,826**. That mean the exporter earned a profit margin of 28.22% on cost. Wow! What a Boom!!! Imagine, what would have happened if there was a drop in exchange rate.

Suppose, if the transaction is made in INR instead of USD, it might not have affected the exporter, but benefited Importer by saving him few Dollars (In this case US\$ 295).

The reverse could have also happened.

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| a. | What are the two factors that should be considered in choosing currency for a given transaction? | 10 | (5:5:5) |
| b. | Explain the types of exchange rates and types of currencies. | 10 | (5:5:5) |

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