

**BALLARI INSTITUTE OF TECHNOLOGY & MANAGEMENT**

(Autonomous Institute under Visvesvaraya Technological University, Belagavi)

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Course Code

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**Fourth Semester MBA Degree Examinations, Sept/Oct 2023****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>Q. No</u>	<u>Question</u>	<u>Marks</u>	<u>(RBTL:CO:PO)</u>
1.	a. Explain the benefits of exports and imports	03	(1 : 1 : 1)
	b. Describe the importance of documentation in International Trade	07	(1 : 2 : 2)
	c. Summarize the steps involved in establishing a business firm	10	(1 : 2 : 2)
2.	a. Describe the Aligned Documentation System	03	(2 : 2 : 2)
	b. List out the Regulatory Document required for export/import	07	(2 : 2 : 2)
	c. Describe the Documents relating to goods, shipment, and payment in International Trade	10	(2 : 2 : 2)
3.	a. Describe the Contract of Indemnity	03	(1 : 3 : 3)
	b. Explain why there are differences between domestic and international contracts.	07	(2 : 3 : 3)
	c. Outline the key elements of Export Contracts	10	(3 : 3 : 3)
4.	a. List out common causes/reasons for disputes in export / import	03	(1 : 4 : 1)
	b. Describe Legal Dimensions of Export Contracts	07	(2 : 4 : 1)
	c. Define INCOTERMS and explain key Incoterms 2020	10	(3 : 4 : 2)
5.	a. Describe the Instruments of payment in export / import business	03	(2 : 5 : 5)
	b. Explain the role of Banks in Payments through Bills of Exchange and Letters of Credit	07	(3 : 5 : 5)
	c. Describe the Pre and Post Shipment Finance and purchase/discount of foreign bills.	10	(3 : 5 : 5)
6.	a. Describe the role of DGFT (Director General of Foreign Trade)	03	(1 : 1 : 1)
	b. Explain the advantages of Aligned Documentation System	07	(1 : 2 : 2)
	c. Enlist the Key Features of India Trade Policy 2023	10	(1 : 2 : 2)
7.	a. Describe Customs Invoice	03	(1 : 1 : 1)
	b. Explain the Classification of Documents for Export / Import	07	(1 : 2 : 2)
	c. Define Letter of Credit and describe different types of L/C	10	(2 : 2 : 2)

8.

**Case Study (Compulsory)**

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|---|----|------------|
| a. Enlist the different types of Letters of Credits   | 10 | (3 :3 : 2) |
| b. Explain the mission, role, responsibilities and range of services provided by IATA (International Air Transport Association) | 10 | (3 :3 : 2) |

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MODEL QUESTION PAPER