

**MASTER OF BUSINESS ADMINISTRATION
(MBACN)**

Term-End Examination

June, 2012

**MCNE-017 : IMPORT EXPORT PROCEDURE AND
DOCUMENTATION**

Time : 3 hours

Maximum Marks : 100

Note : Answer any five questions. All questions carry equal marks.

1. Why is Import Export business regulated ? What are legal issues that Concern Import and Export Environment ? **20**
2. What are the pre - requisites in Import / Export business ? How Export market is Estimated ? **20**
3. Explain with valid examples the Procedure and strategy for market identification and selection of Products for Export trade. **20**
4. Explain the various Process and Procedure for EXIM Documentation under Foreign Trade Policy. **20**
5. Describe the various Assistance and facilities offered to Exporters by the Government. **20**

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6. Summarise the International Commercial terms (INCO) and its relevance to Exporters. 20
7. Write short notes on *any two* of the following : 20
- (a) Relevance of Insurance for Export / Import.
 - (b) Pre-Shipment / Post-Shipment Credit.
 - (c) Processing of Export Order.
8. Explain the need and Procedure for Quality Control and Pre-shipment Inspection. 20