

**MASTER OF BUSINESS ADMINISTRATION  
(MBACN)**

**Term-End Examination**

**June, 2013**

00080

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

*Time : 3 hours*

*Maximum Marks : 100*

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

1. Describe the methods to determine export market potential. How will you rank the different export market's potential ? 20
2. Write notes on the following : 20
  - (a) Harmonized system of classification
  - (b) Trade market statistics
  - (c) Pre - Shipment credit
3. What are the various steps involved in processing of an export order ? Explain taking the example of a product of your choice. 20
4. Assuming that you are the export manager of a textile company, describe how will you utilise the various export assistance and facilities provided by the Government of India. 20

5. Explain the concepts of Export houses enumerating the conditions associated and facilities available to them with suitable examples. 20
  6. Identify and explain the various important International Commercial Terms with suitable examples wherever required. 20
  7. "Quality control is one of the major issues in export". Comment on the statement with the examples of quality control measures for a product of your choice. 20
  8. Explain the role of WTO in facilitating and encouraging the growth of international trade with suitable examples. 20
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