

BBQ/D-21

24018

EXPORT PROCEDURES & DOCUMENTATION

Paper–BBA-305

Time Allowed : 3 Hours]

[Maximum Marks : 80

Note : Attempt **five** questions in all. Question No. **1** is compulsory. All questions carry equal marks.

Compulsory Question

1. Short answer questions:
 - (a) Exports through Licensing
 - (b) Usance Bill
 - (c) Documents against Acceptance
 - (d) 100% Export Oriented Units (EOUs)
 - (e) Realization of export Proceeds
 - (f) Commercial Risk.
2. Describe the suitability of various methods of entering in foreign markets.
3. What do you mean by Commercial Documents for exports? Describe important commercial documents and their usefulness.
4. Describe the process and suitability of Electronic Data Interchange (EDI). Also narrate various advantages of EDI for foreign trade transactions.
5. Describe various methods of realization of export proceeds along with relative importance of each method.
6. Critically explain the need and functions of EXIM Bank in Indian foreign trade.
7. What do you mean by export incentives? Explain various export incentives available to Status Holder exporters.
8. What do you mean by risk? Specify the risks associated to foreign trade and various methods available to manage the risks associated for foreign trade transactions.