

Reg. No. :

D 638

Q.P. Code : [10 DMB LM 153]

(For the candidates admitted from 2010 onwards)

M.B.A. DEGREE EXAMINATION, JANUARY 2021.

Second Year

Logistics and Supply Chain Management

EXPORT TRADE AND DOCUMENTATION

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. Discuss the procedure involved in selling of products to overseas buyers.
2. Describe the methods of arranging finance for export.
3. Analyze the factors influencing export costing and pricing of goods.
4. What are the pre-shipment documents required during export packaging? Explain.

5. Discuss the purpose and significance of 100% EOU and state the privileges the companies can enjoy.
 6. Describe the documents required for processing drawback claim.
 7. Discuss the problems faced during the export by different modes of transportation.
 8. Explain the following :
 - (a) Custom House Agents
 - (b) Export/import incentives
 - (c) Free trade zone
 - (d) Incoterms.
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