

Indian Maritime University
(A Central University, Govt of India)
End Semester Examinations – June 2025
Programme Name: BBA (LRE)
Semester: IV
Subject Code: UG31T3402
Subject Name: Export and Import Business

Date: 05.06.2025

Max Marks: 70

Duration: 03 Hrs

Pass Marks: 35

General Instructions

- (i) All Sections (A, B & C) are to be attempted.
- (ii) Options, if any, are specified in respective section.

Section A

Ten MCQs/Fill in the Blanks of 01 Mark each – Choose the correct answer as applicable.

1. Globalization has substantially augmented —among nations.
 - a. trade flows;
 - b. technology flows;
 - c. capital and financial flows;
 - d. all the above.
2. The tax/duties applicable for imports into India are--
 - a. IGST only;
 - b. Customs duties only;
 - c. IGST and Customs duties;
 - d. None of the above.
3. Anti-dumping duty is charged in India when—
 - a. the foreign exporter sells his product in India at a price lower than the price he charges in his home market;
 - b. the foreign goods are sold in India at a price above its fair market value;
 - c. the foreign goods are sold in India at a price below the competitors' price;
 - d. none of the above.
4. Which of the following is considered as a 'deemed export'?
 - a. Goods supplied to Export Oriented Units;
 - b. Goods supplied to a UN project in the country;
 - c. Goods supplied to merchant exporters;

- d. Both (a) and (b) above.
5. Which of the following is the most favourable and secure payment option for an exporter?
- Letter of Credit;
 - Advance Payment;
 - Documentary Collection;
 - Open Account.
6. Which of the following service is not provided by Clearing and Forwarding Agents?
- Local transportation and warehousing of goods;
 - Booking shipping space;
 - Canvassing export orders.
 - Arranging marine insurance for goods.
7. Export promotion policy of India focusses on—
- policies for increasing investment and production in export sector;
 - schemes to neutralize the incidence of duties involved at various stages of production of export products;
 - measures for strengthening marketing efforts by the export sector;
 - all the above.
8. The Certificate of Origin is issued by –
- Chamber of Commerce/Trade Promotion body;
 - Customs Department;
 - DGFT Office;
 - ECGC Ltd.
9. For facilitating customs clearance of imported goods, the importer should file-
- Shipping Bill;
 - Bill of Entry;
 - Import General Manifest;
 - All the above.
10. Which of the following is a post shipment credit to exporters from Banks in India?
- Packing credit loan;
 - Advance against duty drawback;
 - Negotiation of export bill under letter of credit;
 - Both (b) and (c) above.

Section B

Five Questions of 02 Marks each

- 11.State the mandatory documents that should be submitted for customs clearance of goods related to exports and imports in India.
- 12.How do the exchange rate fluctuations affect exporters and importers?
- 13.Mention the key elements of an international sales contract.
- 14.State the sources of pre-shipment finance to exporters.
- 15.What is the primary objective of Export Promotion Capital Goods Scheme?

Section C

Seven Questions of 10 Marks each of which any 05 questions to be answered.

- 16.Briefly outline the composition and direction of India's foreign trade.
- 17.As the Export Manager of a company, how will you process an export order?
Also, state how you will address the major risks inherent in the export business.
(6+4 marks)
- 18.Critically examine the role played by World Trade Organization in promoting international trade.
- 19.'Special Economic Zones' are considered as engines of economic growth'
Elucidate.
- 20.Explain the need for export credit insurance. Name the various risks insured by ECGC Ltd. (5+5 marks)
- 21.What is a 'trade bloc'? Explain its advantages to the member countries. Point out the different forms of regional economic integration. (3+3+4 marks)
- 22.What is a 'Letter of Credit'? State the parties to it. How is it beneficial for exporters and importers? (3+3+4 marks)