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BBABMC 311/BBMBMC 311

**Credit Based V Semester B.B.A./B.B.M. Degree Examination, April 2021
(2012 Scheme)
EXPORT MANAGEMENT**

Time : 3 Hours

Max. Marks : 120

- Instructions :** 1) Section – **A** : Answer in **one** or **two** sentences **each**.
2) Section – **B** : Answer in **not more than two** pages **each**.
3) Section – **C** : Answer in **not more than six** pages **each**.

**SECTION – A
(2 Marks each)**

Answer **any ten** of the following :

(2×10=20)

1. a) What is devaluation ?
- b) Name the two accounts of balance of payment.
- c) Define 100% EOU.
- d) Expand ITPO.
- e) What is Bill of Lading ?
- f) Who is clearing agent ?
- g) Give the meaning of direct exporting ?
- h) What is free trade area ?
- i) Define dumping.
- j) What is tariff ?
- k) Expand FEMA.
- l) What is mates receipt ?

**SECTION – B
(8 marks each)**

Answer **any five** of the following questions :

(8×5=40)

2. Differentiate between balance of trade and balance of payment.
3. What are the objectives of state trading corporations of India ?

P.T.O.



4. Explain the principles of export management.
5. Write a note on letter of credit.
6. Briefly explain the types of trading blocks.
7. Explain the objectives of European Unions.
8. What are the features of FEMA ?

SECTION – C
(20 marks each)

(20×3=60)

9. What is export finance ? Explain sources of export finance.

OR

Explain the methods of correcting disequilibrium in the balance of payment.

10. Explain any 5 important export promotion agencies in India.

OR

Classify tariffs. Explain its effects.

11. What are the causes for international trade ? Differentiate between internal trade and international trade.

OR

Explain the procedure involved in an export operation.
