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BBABMC 311/BBMBMC 311

**Credit Based V Semester B.B.A./B.B.M. Degree
Examination, November/December 2018
(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)

1. Answer **any ten** of the following.

(2×10=20)

- What is devaluation ?
- Expand SAARC.
- Name two accounts of Balance of Payment.
- Who is forwarding agent ?
- What is NAFTA ?
- What is Ad valorem duty ?
- What is dumping ?
- What is Mate receipt ?
- What is meant by revenue tariff ?
- Explain 100 % EOUs.
- What is export house ?
- What is clean bill of exchange ?

P.T.O.



SECTION – B

(8 marks each)

Answer **any five** of the following.

(8×5=40)

2. Explain the advantages of indirect exporting.
3. Explain the different types of disequilibrium in Balance of Payment.
4. What are the objectives of European Union ?
5. Explain the different types of letter of credit.
6. Explain the functions of export management.
7. Explain export pricing and its objectives.
8. What are the types of pre-shipment credit ?

SECTION – C

(20 marks each)

Answer the following questions.

(20×3=60)

9. Explain the distinguishing features of International Trades.

OR

Explain the export promotion incentives offered by the Government to the Indian exporters to improve exports.

10. Discuss the methods of correcting disequilibrium in the balance of payments.

OR

Classify Tariffs. Explain its effects.

11. Explain the significance of export trade in the economic development.

OR

Explain the role of export promotion agencies in promoting exports of India.
