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BBABMC 311/BBMBMC 311

**V Semester B.B.A./B.B.M. Degree Examination,
October/November 2019**

(Credit Based Semester Scheme)

(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)

Shri Dharmasthala Marjunatheshwara
College of Business Management Library
MANGALORE - 575 003

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

(10 × 2 = 20)

- (a) What is two column tariff?
- (b) Give the meaning of the term dumping.
- (c) What do you mean by entrepot trade?
- (d) What do you mean by quotas?
- (e) What is ad valorem duty?
- (f) What is export house?
- (g) What do you mean by trade blocks?
- (h) Who is forwarding agent?
- (i) What do you mean by free trade zone?
- (j) Name the two components of balance of payment.
- (k) What is marine insurance policy?
- (l) What do you mean by 100% EOU?



SECTION - B

(8 marks each)

Answer **any five** of the following :

(5 × 8 = 40)

2. Explain the causes of disequilibrium in balance of payments.
3. What are the objectives of European Union?
4. Briefly explain the importance of international trade in economic development.
5. Explain export pricing and its objectives.
6. Explain the advantages of direct exporting.
7. Explain the different types of import quotas.
8. Write a note on special economic zones.

SECTION - C

(20 marks each)

Answer the following :

(3 × 20 = 60)

9. (a) What do you mean by indirect exporting? Explain the advantages and disadvantages of indirect exporting.

Or

- (b) Explain the role of export promotion agencies in promoting exports in India.

10. (a) Describe the different channels of international distribution system.

Or

- (b) Explain the distinguishing features of international trade.

11. (a) Explain in detail the export trade procedure.

Or

- (b) Classify tariffs. Explain its effects.