



Reg. No.

--	--	--	--	--	--	--	--	--	--

BBABMC 334

**Choice Based Credit System V Semester B.B.A. Degree
Examination, April/May 2022
(2021-22 Batch Onwards)
EXPORT MANAGEMENT**

Time : 3 Hours

Max. Marks : 120

SECTION – A

Answer **any four** questions. **Each** question carries **six** marks : **(4×6=24)**

1. Differentiate between balance of trade and balance of payment.
2. What are the benefits of 100% Export Oriented Units (100% EOUs) ?
3. Explain any six export incentives available to the Indian exporters.
4. What are the different types of bill of exchange ?
5. What are the features of international marketing ?
6. Write a note on European union.
7. Explain in short the pre-shipment credit.

SECTION – B

Answer **any four** questions. **Each** question carries **twelve** marks : **(4×12=48)**

8. Explain the distinguishing features of international trade.
9. Explain the objectives of State Trading Corporation of India (STC).
10. What are the functions of export manager ?

P.T.O.



11. Explain various types of letter of credit.
12. What are the different non-tariff barriers of international marketing ?
13. Expand FEMA. Briefly explain the features of FEMA.
14. Briefly explain the importance of export pricing.

SECTION – C

Answer **any two** questions. **Each** question carries **twenty four** marks : **(2×24=48)**

15. What are the causes for disequilibrium in balance of payment ? Explain the methods of correcting disequilibrium in balance of payment.
16. Explain the various procedures to be followed by the exporter while exporting the goods.
17. What is channel of distribution ? Describe the different international channels of distribution.
18. What is export finance ? Explain the different sources of export finance.