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BBABMC 334

**Choice Based Credit System V Semester B.B.A.
Examination, February/March 2023
(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. What are the functions of export manager ?
2. Explain the problems in international marketing.
3. Differentiate between balance of trade and balance of payment.
4. Write a note on special economic zone.
5. Write a note on airway bill.
6. Explain in short the pre-shipment credit.
7. What are the different types of bills of exchange ?

SECTION – B

Answer **any four** questions. **Each** question carries **twelve** marks.

(4×12=48)

8. What are the causes of disequilibrium in BOP ?
9. Explain the non-tariff barriers.
10. What are the advantages of indirect exporting ?
11. Explain the various types of letter of credit.

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12. Differentiate between GATT and WTO.
13. Explain the role of commercial bank.
14. Write a note on STC.

SECTION – C

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

15. Explain the various procedures to be followed by the exporter while exporting the goods.
16. What is Balance of Payment ? Discuss the method of correcting disequilibrium in the Balance of payment.
17. Explain the terms and modes of payment to exporters.
18. What do you mean by direct exporting ? Write the advantages and disadvantages of direct exporting.