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BBMBMC 311

**Credit Based V Semester B.B.M. Degree (Supplementary) Examination,
August/September 2015
(2012 Scheme)
EXPORT MANAGEMENT**

Time : 3 Hours

Max. Marks : 120

**SECTION – A
(two marks each)**

Answer **any ten in one or two sentences each** : **(2×10=20)**

1. a) Give any two differences between balance of trade and balance of payment.
- b) Name any four important commodity boards in India.
- c) Mention two functions of STC.
- d) What is SEZs ?
- e) What do you mean by dock receipt ?
- f) What is economic union ?
- g) What is consular invoice ?
- h) What is EXIM Bank ?
- i) What do you mean by multilateral trade agreement ?
- j) What is NAFTA ?
- k) What is bill of exchange ?
- l) What is star trading house ?

**SECTION – B
(8 marks each)**

Answer **any five in not more than 2 pages each** : **(8×5=40)**

2. Write a note on Foreign Direct Investment.
3. Point out the objectives of export pricing.



4. Bring out the functions of WTO.
5. Briefly explain the functions of export management.
6. What are the major types of disequilibrium in balance of payment ?
7. What is indirect exporting ? What are its advantages ?
8. Write a note on marine insurance policy.

SECTION – C
(20 marks each)

Answer in **not** more than **6** pages **each** :

(20×3=60)

9. What are the types of export finance available to the exporter ? Explain.

OR

Briefly explain the different tariff and non-tariff barriers in International marketing.

10. Explain the various procedures to be followed by an exporter while exporting the goods.

OR

What is a letter of credit ? What are its types ? Explain the operation of letter of credit.

11. Explain the different initiatives taken by the Government for the promotion of exports.

OR

Explain the significance of export trade in economic development of a country.
