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**BBMBMC 311**



**Credit Based V Semester B.B.M. Degree Examination,  
October/November 2017  
(2012 Scheme)  
EXPORT MANAGEMENT**

Time : 3 Hours

Max. Marks : 120

**SECTION – A**

**(2 marks each)**

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

**(2×10=20)**

- a) What is devaluation ?
- b) Write any two differences between balance of trade and balance of payment.
- c) What do you mean by trade blocks ?
- d) What is certificate of origin ?
- e) Expand MPEDA.
- f) What is AD valorem duty ?
- g) Who is forwarding agent ?
- h) What do you mean by direct exporting ?
- i) What is export house ?
- j) What is Marine Insurance Policy ?
- k) What do you mean by 100% EOU ?
- l) What do you mean by LOCO price ?



**SECTION – B**  
**(8 marks each)**

Answer **any five** of the following : **(8×5=40)**

2. Explain the advantages of indirect exporting.
3. Explain the causes of disequilibrium in balance of payments.
4. Write an explanatory note on commodity boards.
5. Explain briefly the functions of export manager.
6. Explain the non-tariff barriers.
7. What are the objectives of European Union ?
8. What is export finance ? Explain the need for export finance.

**SECTION – C**  
**(20 marks each)**

Answer the following : **(20×3=60)**

9. Explain the distinguishing features of International Trade.

OR

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

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

OR

Explain the organisational structure, functions and dispute settlement mechanism of WTO.

11. Explain the advantages and disadvantages of direct exporting.

OR

Describe the different channels of International distribution system.