

Roll No.

Y – 2879 (A)

M.B.A. (Full time) (Fourth Semester) (SPECIAL) EXAMINATION,

August 2021

(SECOND CHANCE)

Paper – IB—03

EXPORT MANAGEMENT AND DOCUMENTATION

Time : Three Hours

Maximum Marks : 70

Minimum Pass Marks : 28

Note—Attempt *all* questions.

1. Attempt all parts— 14
 - (a) What is the criteria for grouping countries ?
 - (b) What is BRICS ?
 - (c) What is ECGC ?
 - (d) What is meant by Export Processing Unit ?
2. Discuss various methods of identifying export winners. How are export markets selected ? 14
3. Discuss the nature of exports sales contract ? Discuss terms of payment in export. 14
4. Write detailed note on export finance. 14
5. Write an essay on export documentation. 14

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