

Roll No. ....

**Y – 2879**

**M.B.A. Full Time (Fourth Semester) EXAMINATION,**

**May/June-2021**

Paper – IB-03

**EXPORT MANAGEMENT AND DOCUMENTATION**

*Time : Three Hours*

*Maximum Marks : 70*

*Minimum Pass Marks : 28*

**Note**—Attempt *all* questions.

**Unit-I**

1. Define export. What are the export prospects for small firms ? Discuss. 14

**Unit-II**

2. Write a detailed note on international channels of distribution. 14

**Unit-III**

3. What is meant by preshipment and postshipment finance ? Discuss special financial facilities for exporters. 14

**Unit-IV**

4. Write an essay on export documentation. 14

**Unit-V**

5. What are various formalities linked with registration of export firm ? Discuss. 14

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