

Reg. No. : .....

Name : .....

**Sixth Semester B.B.A. Degree Examination, April 2015**  
**Career Related First Degree Programme under CBCSS**  
**Group 2(b)**  
**Core Course**  
**BM 1642 : EXPORT MANAGEMENT**

Time : 3 Hours

Max. Weightage : 30

**SECTION – A**

This Section consists of **four** bunches of four questions **each**. Each bunch carries a weightage of **1**. Answer **all** questions.

I. Choose the correct answer from the brackets.

- 1) Purchase of goods from one country with the object of selling them to another country is called
  - a) Import trade
  - b) Export trade
  - c) Enterport trade
  - d) None of these
- 2) A bill of lading is a memorandum signed by \_\_\_\_\_ of ships.
  - a) Owner
  - b) Masters
  - c) Clerk
  - d) None of these
- 3) Short-term foreign loans are of the nature of
  - a) Antonomous capital
  - b) Accommodating capital
  - c) Unrecorded transactions
  - d) None of these
- 4) Exim Bank can be described as
  - a) Non-banking financial company
  - b) Commercial bank
  - c) Non-banking non-financial company
  - d) Scheduled bank

II. Fill in the blanks with suitable answers.

- 5) The difference between exports and imports of a country is its \_\_\_\_\_
- 6) Euro notes have a maturity of \_\_\_\_\_
- 7) Lead means \_\_\_\_\_
- 8) A bond issued in a foreign country's financial market and denominated in the currency of that country is known as \_\_\_\_\_



## III. Match the following :

- |           |            |
|-----------|------------|
| 9) Krone  | a) Japan   |
| 10) Yen   | b) Mexico  |
| 11) Peso  | c) Russia  |
| 12) Ruble | d) Denmark |

## IV. Mark true or false.

- 13) Foreign trade is subject to greater risk as compared to home trade.
- 14) Dock warrant is not transferable.
- 15) In call option, the option buyer agrees to buy the underlying currency.
- 16) Shipping order is one of the principal export documents. (4×1=4 Weights)

## SECTION – B

Answer **any eight** questions in **one or two** sentence **each**. Each question carries a weightage of 1.

- 17) Balance of payments.
- 18) Invisibles.
- 19) Devaluation.
- 20) Syndicated lending.
- 21) Liquidity Risk.
- 22) Uruguay round.
- 23) Form C.
- 24) Indirect Export.
- 25) CCS.
- 26) GAAT.
- 27) FTZ.
- 28) Letter of hypothecation. (8×1=8 Weights)

## SECTION – C

Answer **any five** questions in **not** exceeding **one** paragraph **each**. **Each** question carries a weightage of **2**.

- 29) Discuss the political and sociological factors causing BOP disequilibrium.
- 30) Differentiate between GAAT and WTO.
- 31) Discuss the services provided by commercial banks to exporters.
- 32) Short note on functions of EXIM Bank.
- 33) Describe the significance of arbitrage in foreign exchange market.
- 34) Explain the documents used in Export trade.
- 35) Discuss some of the price quotations used in foreign trade.
- 36) Describe the various certificates related to shipment. **(5×2=10 Weights)**

## SECTION – D

Answer **any two** questions in **not** exceeding **four** pages **each**. **Each** question carries a weightage of **4**.

- 37) Describe the functions of WTO. Discuss the major changes made by India in its external sector policy in conformity with WTO principles.
  - 38) Elucidate the procedure for export of goods from India.
  - 39) Discuss the various sources of finance for foreign investment projects. **(2×4=8 Weights)**
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