Reg. No. : ....

Name : ....

Sixth Semester B.B.A. Degree Examination, April 2016
(Career Related First Degree Programme under CBCSS)
Group 2(b)
Core Course
BM 1642 – EXPORT MANAGEMENT
(2013 Admn.)

Time : 3 Hours

Max. Marks : 80

SECTION – A

Answer all the questions from the following in **one** or **two** sentences. **Each** question carries **1** mark.

Explain the following.

1. EU

2. SAARC

3. GATT

4. SEZ

5. IMF

6. MNC

7. WTO

8. Deemed Export

9. Balance of trade

10. Free Trade Area.

(10×1=10 Marks)

SECTION – B

Answer **any eight** questions in **one** paragraph. **Each** question carries **2 marks.**

11. What is Foreign Exchange Market ?

12. Explain Import Tariff.

13. What is Export Subsidy ?

14. What is excise duty ?

15. What is International Marketing ?

16. What is Forward Market ?

17. Explain Real Exchange Rate.

18. What is Speculation ?

19. What do you mean by Foreign Exchange Market ?

20. Explain Free Trade.

21. What is Balance of Payment ?

22. What is EXIM Bank ?   **(8×2=16 Marks)**

SECTION – C

Answer **any six** questions, Answer should **not** exceed **one** page. **Each** question carries **4** marks.

23. Explain the elements in determining foreign exchange rate.

24. Explain the privileges available to star export houses.

25. What do you mean by Bill of Lading ?

26. Write a note on FEMA.

27. What do you mean by Revolving LCs ?

28. Explain the role of EXIM Bank in India.

29. Write a note on the major export income in India.

30. Explain the strategies adopted in the promotional initiatives under Foreign Trade Policy.

31. Write a note on WTO. **(6×4 = 24 Marks)**

SECTION – D

Answer **any two** in **not** exceeding **four** pages **each. Each** question carries **15** marks.

32. Explain the various incentives or exemptions available to the exporters.

33. Explain the motivational factors for export.

34. Explain the various documents required for exporting.

35. Explain the elements of an Export Transaction. **(2×15 = 30 Marks)**