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FOR THE CANDIDATES ADMITTED
DURING THE ACADEMIC YEAR 2021 ONLY)

21UIB410

REG.NO

NGM COLLEGE (AUTONOMOUS) POLLACHI
END-OF-SEMESTER EXAMINATIONS: MAY-2023

B.Com-International Business
IV SEMESTER

MAXIMUM MARKS: 70
TIME: 3 HOURS

PART III

INTERNATIONAL TRADE PROCEDURES & DOCUMENTATION

SECTION – A

(10 X1 = 10 MARKS)

ANSWER THE FOLLOWING QUESTIONS

MULTIPLE CHOICE QUESTIONS

(K1)

1. Product Planning decisions are generally made by _____.
 - a) New recruits
 - b) Mid-level management
 - c) Senior Management
 - d) Sales Manager
2. A tariff is _____.
 - a) A restriction on the number of export firms
 - b) Tax and Imports
 - c) Limit on amount imported goods
 - d) Quota
3. _____ is equally important as price of exports.
 - a) Income from exports
 - b) Production level of exports
 - c) Amount of labour from exports
 - d) Raw material used
4. An authorized person under FEMA does not include _____.
 - a) An authorized dealer
 - b) An authorized money changer
 - c) An off-shore banking unit
 - d) An exchange Broker
5. If export cargo is lost in transit, the exporter should _____.
 - a) claim under marine insurance.
 - b) claim with ECGC
 - c) seek write off of post-shipment credit.
 - d) seek refund of customs duty

ANSWER THE FOLLOWING IN ONE (OR) TWO SENTENCES

(K2)

6. What is international market research?
7. Explain Cost, Insurance and Freight (CIF).
8. What is PAN Number?
9. What do you mean by Export Realization?
10. What is GSP Certificate?

(CONTD.....2)

SECTION – B**(5 X 4 = 20 MARKS)****ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS. (K3)**

11. a) Explain the significance of export documentation.
(OR)
b) Describe the cost estimation techniques.
12. a) List out the import and export documents.
(OR)
b) What is Export Sales Quotation?
13. a) Examine the need for an IEC?
(OR)
b) Assess the role of DGFT in trade policy.
14. a) Explain the objectives of Exchange Control.
(OR)
b) Describe the RBI guidelines of Authorized Dealers.
15. a) Interpret the types of Certificate of Origin?
(OR)
b) List the types of Letters of Credit.

SECTION – C**(4 X 10 = 40 MARKS)****ANSWER ANY FOUR OUT OF SIX QUESTIONS.****(16TH QUESTION IS COMPULSORY AND ANSWER ANY THREE QUESTIONS FROM Q.NO: 17 TO 21)****(K4) OR (K5)**

16. Explain export registration procedure in India.
17. Discuss the reasons why companies need to research their international markets.
18. Describe the various measures taken by India for promotion of exports.
19. Explain the functions of Export Promotion Council.
20. Distinguish between FERA and FEMA.
21. Explain the document required for exporting.