

NGM COLLEGE (AUTONOMOUS) POLLACHI

END-OF-SEMESTER EXAMINATIONS: MAY-2023

B.Com-International Business

MAXIMUM MARKS: 70

IV SEMESTER

TIME: 3 HOURS

PART III

INTERNATIONAL TRADE PROCEDURES & DOCUMENTATION

SECTION – A (10 X1 = 10 MARKS)

ANSWER THE FOLLOWING QUESTIONS

(K1)

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.