

(FOR THE CANDIDATES ADMITTED

21UIB515

DURING THE ACADEMIC YEAR 20 ONLY) REG.NO.:

--

N.G.M.COLLEGE (AUTONOMOUS): POLLACHI

END-OF-SEMESTER EXAMINATIONS: NOVEMBER-2023

BCOM.IB

MAXIMUM MARKS: 70

SEMESTER: V

TIME : 3 HOURS

**PART - III****21UIB515-EXPORT IMPORT MANAGEMENT**

SECTION – A

(10 X 1 = 10 MARKS)

**ANSWER THE FOLLOWING QUESTIONS.****MULTIPLE CHOICE QUESTIONS.**

(K1)

1 What is the primary role of import and export trade in an economy?

- a) To generate tax revenue
- b) To promote domestic consumption
- c) To facilitate international trade and economic growth
- d) To regulate inflation

2. Who plays a key role in regulating foreign trade in India?

- a) Ministry of Finance
- b) Reserve Bank of India (RBI)
- c) Director General of Foreign Trade (DGFT)
- d) Indian Customs Department

3. Which payment method in foreign trade is known for providing a high level of security for both the buyer and the seller?

- a) Cash in advance
- b) Open account
- c) Documentary credit (Letter of Credit)
- d) Consignment

4. Export Promotion Councils are primarily responsible for: \_\_\_\_\_

- a) Regulating import tariffs
- b) Promoting domestic consumption
- c) Encouraging and supporting exports
- d) Regulating the banking sector

5. Which service provider in EXIM transactions is responsible for facilitating the movement of goods through customs and ensuring compliance with import/export regulations?

- a) Freight Forwarder
- b) Export Promotion Council
- c) Transport Operator
- d) Liner/Ship Agency

**ANSWER THE FOLLOWING IN ONE (OR) TWO SENTENCES****(K2)**

6. Explain the fundamental role of import and export trade in an economy, and discuss how it contributes to economic growth and international trade.
7. Discuss the functions of the Reserve Bank of India (RBI) in foreign trade and the significance of its role in managing foreign exchange reserves.
8. Provide an overview of the responsibilities of Export Promotion Councils and their significance in promoting exports from India.
9. Discuss the types of import documentation and customs clearance procedures required for importing goods into India, and outline the key documents involved.
10. Explain the concept of Documentary Credit (Letter of Credit) in foreign trade, and detail the role it plays in ensuring secure and timely payments between buyers and sellers

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

11. a) Imagine you are an economic advisor to a developing country. Describe the potential impact of promoting import and export trade on the country's economic growth. Discuss the strategies and policies that the government should consider to facilitate international trade and its benefits.

**(OR)**

b) You have been appointed as a consultant to a newly formed Department of Foreign Trade in a country. Explain in detail the institutional framework required for effective foreign trade regulation and promotion. Provide examples of how various regulatory bodies collaborate to ensure smooth international trade operations.

12.a) You are a trade analyst preparing a report on the role of the Director General of Foreign Trade (DGFT) in India. Provide a comprehensive analysis of the functions and responsibilities of DGFT and how these contribute to the growth of foreign trade in India.

**(OR)**

b) Consider a situation where a new government is revising its foreign trade policies. Discuss the role and significance of the Reserve Bank of India (RBI) in managing foreign exchange reserves and how its policies can influence a country's import and export activities.

13. a) You work for an Export Promotion Council in India. Write an essay on the critical role of Export Promotion Councils in supporting and promoting exports. Provide examples of specific initiatives and incentives they offer to exporters..

**(OR)**

b) Imagine you are a business owner planning to enter the global market. Describe the steps involved in negotiating and finalizing an export contract. Discuss the key components of an export contract that you need to consider to ensure a successful international trade venture.

14.a) You are a cargo manager for an international shipping company. Discuss the importance of cargo insurance in the context of global trade. Provide real-world examples of how cargo insurance can protect businesses from potential losses during the transportation of goods.

**(OR)**

b) As an importer in India, you need to understand the documentation and customs clearance procedures for a specific type of import. Choose a type of import (e.g., machinery, electronics, or agricultural products) and outline the documentation requirements and customs clearance processes involved in importing that product.

15. a) You are the manager of a logistics company that specializes in customs clearance. Discuss the roles and contributions of Custom House Agents (CHAs) in the customs clearance process, illustrating their significance in facilitating efficient import and export operations.

**(OR)**

b) Imagine you are the CEO of a company that relies heavily on international shipping and logistics. Describe the roles and responsibilities of various service providers, including Freight Forwarders, Transport Operators, and Container Freight Stations, in the end-to-end process of your company's global supply chain management. Provide examples of how these service providers ensure smooth EXIM transactions.

**SECTION - C**

**(4 X 10 = 40 MARKS)**

**ANSWER ANY FOUR OUT OF SIX QUESTIONS**

**(16<sup>th</sup> QUESTION IS COMPULSORY AND ANSWER ANY THREE QUESTIONS  
(FROM Qn. No : 17 to 21) (K4 (Or) K5)**

16. Explain in detail the pivotal role played by the Director General of Foreign Trade (DGFT) in shaping and regulating foreign trade in India. Discuss the functions and responsibilities of DGFT, highlighting how this regulatory body contributes to the facilitation and promotion of international trade.

17. Discuss the critical role of logistics service providers in the success of export operations. Explain how an efficient logistics framework can significantly impact the competitiveness and profitability of export-oriented businesses. Provide a comprehensive overview of the key components and processes within export logistics, including transportation, warehousing, customs clearance, and distribution.

18. Describe the essential role of export documentation and customs clearance procedures in international trade. Illustrate the step-by-step customs clearance process, from the submission of export documents to the dispatch of goods for distribution. Analyze the challenges and potential bottlenecks that importers may face during customs clearance and propose effective strategies and approaches to streamline the process for efficient and timely exports.

19. Discuss the diverse payment methods used in foreign trade transactions and their significance in ensuring secure and efficient international commerce. Explain the characteristics and mechanisms of common payment methods such as Documentary Credit. Provide examples of situations where each payment method is most suitable and discuss the advantages and risks associated with each method.

20. Examine the critical functions of warehousing and 3PL service providers, as well as Liners/Ship Agencies, in the context of international trade and logistics. Describe the roles and responsibilities of these entities in ensuring the efficient storage, handling, and transportation of goods in global supply chains.

21. Examine the integral roles of Custom House Agents, Transport Operators, and Freight Forwarders in the context of international trade and logistics. Describe the specific functions and responsibilities of each of these service providers in facilitating the smooth movement of goods across borders. Discuss how these entities collaborate to ensure efficient customs clearance, transportation, and the overall logistics of global supply chains.