



# GL BAJAJ

Institute of Management & Research

Approved by A.I.C.T.E., Ministry of HRD, Govt. of India

Roll No.....

Plot No. 2, Knowledge Park-III, Greater Noida (U.P.) –201306

## POST GRADUATE DIPLOMA IN MANAGEMENT (2018-20) MID TERM EXAMINATION (TERM – IV)

Subject Name **Export Import Management**

Time: **01:30hrs**

Sub. Code: **VAC-III**

Max Marks: **20**

**Note:**

**Note: 1. Writing anything except Roll Number on question paper will be deemed as an act of indulging in unfair means and action shall be taken as per rules.**

**2. All questions are compulsory in Section A, B & C. Section A carries a Case Study with 2 questions of 4 marks each. Section B carries 3 questions of 2 marks each and Section C carries 2 questions of 3 marks each.**

### SECTION – A

**04+04 = 08 Marks**

Q. 1: Case Study:

You are an Exporter of Engineering Products.

- States the Commercial Documents required for the export of Engineering Products
- Discuss their features.

### SECTION–B

**03×02 = 06 Marks**

Q.2: Comment on the following statements:

- Post shipment credit in foreign currency is not provided to Indian Exporter.
- There are universally acceptable norms as to the form of export contracts.

Q. 3: Discuss Documents Used in Export Business.

Q. 4: Write note on INCO Terms used in Exports.

### SECTION– C

**03×02 = 06 Marks**

Q.5: Documentary Collection (DP and DA payment term is riskier than Documentary Credit *Letter of Credit*) Comment

Q. 6: What is EPCG Scheme?