

TY B Com (Sem VI)

Export Marketing

QP Code : 18339

(2½ Hours)

[Total Marks : 75

- N.B.:** (1) All questions are compulsory.
(2) Figures to the right indicate full marks.

1. Answer **any two** of the following : 15
 - (a) Explain the role of FIEO.
 - (b) Discuss the functions of Export Inspection Council.
 - (c) Explain the benefits enjoyed by Export Oriented Units.

2. Answer **any two** of the following : 15
 - (a) Discuss the features of Packing Credit.
 - (b) Describe the functions of SIDBI in export finance.
 - (c) Explain the procedure involved in Marine Insurance.

3. Answer **any two** of the following : 15
 - (a) Explain the functions of Custom House Agent.
 - (b) Write a note on Quality Control and Inspection in export marketing.
 - (c) Discuss the Shipping and Customs formalities involved in exports.

4. Answer **any two** of the following : 15
 - (a) Discuss the importance of Bill of Lading.
 - (b) Prepare a proforma of Bill of Exchange.
 - (c) Explain the incentive schemes extended to the Indian exporters.

5. Answer the following: 5
 - (a) State whether the following statements are **True or False**:
 - (i) APEDA assists in exports of Dairy products.
 - (ii) ECGC provides direct finance to exporters.
 - (iii) ARE-1 form is used to obtain excise clearance of goods.
 - (iv) IEC number is issued by EIC.
 - (v) There are only two parties involved in Letter of Credit.

 - (b) Give **full form** of the following: 5

(i) MPEDA	(ii) MAI	(v) EPCG
(iii) IIFT	(iv) STP	

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QP Code : 18339

- 2 -

(c) Match the following:

Group 'A'

- (i) Chambers of Commerce
- (ii) IIP
- (iii) Mates Receipt
- (iv) Let Ship Order
- (v) Method of payment in foreign trade

Group 'B'

- (a) Customs Preventive Officer
- (b) Quality Development centre
- (c) RBI
- (d) Innovation in Packaging
- (e) Issued by Assistant to Captain
- (f) Established on Regional basis
- (g) Documentary Bills

(मराठीत रुपांतर)

(२½ तास)

- सूचना : (१) सर्व प्रश्न सोडविणे अनिवार्य आहे.
(२) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
(३) मूळ इंग्रजी प्रश्नपत्रिका प्रमाण मानावी.

१. खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा १५
- (अ) भारतीय निर्यात संघटन महामंडळाची भूमिका स्पष्ट करा.
 - (ब) निर्यात तपासणी मंडळाच्या कार्याविषयी चर्चा करा.
 - (क) निर्यातीभिमुख संस्थांना मिळणारे फायदे स्पष्ट करा.

२. खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा : १५
- (अ) बांधणी कर्जाच्या वैशिष्ट्यांची चर्चा करा.
 - (ब) निर्यात अर्थपुरवठ्यातील सिडबीची (SIDBI) कार्ये स्पष्ट करा.
 - (क) सागरी विमा कार्यप्रणाली विशद करा.

३. खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा : १५
- (अ) जकाते गृह दलालाची कार्ये स्पष्ट करा.
 - (ब) शिर्ष लिहा : निर्यात विपणनातील गुणवत्ता नियंत्रण व तपासणी
 - (क) निर्यातीतील जहाजात माल भरण्याच्या व जकातीविषयीच्या औपचारिकताविषयी चर्चा करा.

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