

Q.P. Code :02029

[Time: 2 $\frac{1}{2}$ Hours]

[Marks:75]

Please check whether you have got the right question paper.

- N.B: 1. All Questions are compulsory.
2. Figures to the right indicate full marks.

- Q.1 Answer any two of the following:** (15)
- Explain the functions of EPCs in promoting exports.
 - Discuss the role of India Trade Promotion Organisation in export marketing.
 - What are the benefits enjoyed by EOUs.
- Q.2 Answer any two of the following:** (15)
- Distinguish between pre-shipment and post shipment finance.
 - Discuss the functions of SIDBI.
 - Explain the role of ECGC.
- Q.3 Answer any two of the following:** (15)
- Discuss the functions of Custom House Agent.
 - State the agencies involved in quality control and inspection related with exporting of goods.
 - Describe the procedure of realization of export proceeds.
- Q.4 Answer any two of the following:** (15)
- Discuss the importance of Commercial Invoice.
 - Prepare a proforma of Mate's Receipt.
 - Discuss the different types of incentives available to Indian Exporters.
- Q.5 Answer the following:** (15)
- A. State whether the following statements are True or False:**
- MPEDA is responsible for promoting agricultural products.
 - Towns of Excellence status is given on the basis of potential for growth in exports.
 - It is optional for the exporters to obtain IEC number.
 - War or civil disturbance is a political risk involved in exports.
 - SIDBI issues standard and specific insurance policies.
- B Give the full form of the following:**
- IRMAC
 - DGFT
 - EPCG
 - SEZ
 - IIP
- C) Match the following :**
- | Group A | Group B |
|----------------------------|---------------------------------------|
| i) DGCI & S | (a) Method of payment |
| ii) Manufacturer Exporters | (b) Insolvency of Buyer |
| iii) Letter of Credit | (c) Shipping Company |
| iv) Deemed Exports | (d) Direct Exporter |
| v) Bill of Lading | (e) Canalising Agency |
| | (f) Goods do not leave the country |
| | (g) Publication of Foreign Trade Data |