



**HAVRACHANA  
UNIVERSITY**  
a UGC recognized University

**School:** School of Business and Law  
**Program/s:** MBA  
**Year:** 2<sup>nd</sup> **Semester:** 4<sup>th</sup>  
**Examination:** End Semester Examination  
**Examination year:** May 2023

**Course Code:** IB202      **Course Name:** Export and Import Management  
**Date:** 22/05/2022      **Total Marks:** 40  
**Time:** 10:00 am to 12:00 pm      **Total Pages:** 02

**Instructions:**

→ Use of a calculator is permitted/~~not permitted~~

Q. No.	Details	Marks
Q.I	<b>Answer any 10 questions:</b>	<b>2*10=20</b>
	<ol style="list-style-type: none"> <li>1) What is LC and Importance of LC &amp; Who are parties involved in the Letters of credit ?</li> <li>2) Name the packaging material used when heavy items are exported and is there any treatment used for that particular packaging material before exporting? If yes what is that treatment called and why it is done.</li> <li>3) Name the list documents for an import Into India by ocean freight?</li> <li>4) Explain any two advantages and disadvantages of modes of transportation?</li> <li>5) Write short note on INCO terms 2020 and groups of INCO terms and full forms.</li> <li>6) Define roles &amp; responsibilities of Freight forwarder and role customs house agent for exports.</li> <li>7) Write the 12 steps of export order processing?</li> <li>8) Describe why marine insurance is important and who is issuing authority?</li> <li>9) List the 10 export and import items of India?</li> <li>10) Explain importance of containerization and list the different types of containers used for export purpose?</li> <li>11) Why do nations trade and benefits for doing international business explain in few lines.</li> <li>12) Explain what is COO , shippers invoice and packing list and its importance.</li> </ol>	
Q.II	<b>Answer in one -two lines:</b>	<b>2*10=20</b>
	<ol style="list-style-type: none"> <li>1) Write the difference between LCL Vs FCL.</li> <li>2) What is full form of DDP and in DDP shipper delivers till which stage of transportation to consignee.</li> <li>3) Who issues IEC &amp; RCMC and whats is the validity of IEC and RCMC</li> <li>4) What do you mean by Quotation and Who prepares the quotation ?</li> <li>5) What is best packaging material used for export of sugar in bulk quantity</li> <li>6) Explain what is shipping bill and Bil of entry ?</li> <li>7) What do you mean by customs duty and who pays and who collects the customs duty ?</li> <li>8) What is EPC and role in international trade and name any 5 EPC of India ?</li> <li>9) Write a few lines on WTO and ICC</li> <li>10) What are the 4 categories of exported/imported goods in India?</li> </ol>	

\*\*\*\*\* End of Question Paper \*\*\*\*\*