



**LOYOLA COLLEGE (AUTONOMOUS), CHENNAI – 600 034**

**B.Com.DEGREE EXAMINATION – COMMERCE{\*\*\*\*\*}**

**FIFTHSEMESTER – APRIL 2018**

**CO 5410- EXIM PROCEDURES**

Date: 10-05-2018  
Time: 09:00-12:00

Dept. No.

Max. : 100 Marks

**SECTION A**

**Answer all the questions:**

**10x2 = 20 Marks**

1. What is geo-centric marketing?
2. What is phytosanitary certificate?
3. What is bill of lading?
4. What is shipping bill?
5. What is the certificate of origin? Who can issue the certificate?
6. What is a mates receipt?
7. How are the export houses categorized?
8. What is meant by GSP?
9. What is RCMC certificate?
10. Distinguish between mother ship and feeder ship.

**SECTION B**

**Answer any FOUR questions:**

**4x10 = 40 Marks**

11. What is IEC code number? What procedure should be followed to register yourself as an exporter?
12. What is duty drawback? What are the documents to be filed for claiming duty drawback?
13. What are the advantages and disadvantages of exporting?
14. What are the duties and rights of a customs house agent?
15. Explain the characteristics of export marketing.
16. What are the tariff and non-tariff barriers to exporting?
17. Explain the features of pre-shipment finance.

**SECTION C**

**Answer any TWO questions:**

**2x20 = 40 Marks**

18. How are export markets assessed economically, politically, legally and culturally for taking export decisions?
19. What is an ARE document? Explain the excise procedure for clearing exportable goods.
20. Explain the advantages and disadvantages of the different methods of entering in foreign markets.
21. Explain the important features of the EXIM policy of 2015-20.

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