



LOYOLA COLLEGE (AUTONOMOUS), CHENNAI – 600 034

B.Com. DEGREE EXAMINATION – COMMERCE

FIFTH SEMESTER – NOVEMBER 2017

CO 5410 - EXIM PROCEDURES

Date: 13-11-2017
Time: 09:00-12:00

Dept. No.

Max. : 100 Marks

SECTION A

Answer all the questions:

10x2 = 20 Marks

1. What is export marketing?
2. On what basis, the export houses are categorized?
3. What is bill of lading?
4. What is meant by GSP?
5. What is RCMC certificate?
6. What is post shipment finance?
7. What is duty drawback?
8. What is fumigation certificate?
9. What is geocentric marketing?
10. What is irrevocable letter of credit?

SECTION B

Answer any FOUR questions:

4x10 = 40 Marks

11. What are the advantages and disadvantages of exporting?
12. What is IEC number? What documents must be filed for the allotment of the IEC number?
13. What are tariff and non-tariff barriers to exporting?
14. How is an export order processed?
15. What is meant by SDF? How is this document dealt with?
16. Explain the features of pre-shipment finance.
17. Explain the characteristics of export marketing.

SECTION C

Answer any TWO questions:

2x20 = 40 Marks

18. Explain the advantage and disadvantage of the different methods of entering foreign market.
19. What is the ARE document. Explain the excise procedure for clearing the exportable cargo.
20. How are international markets assessed economically, politically, legally and culturally?
21. Highlight the important features of the EXIM Policy of 2015-2020.

\$\$\$\$\$\$\$\$