



**SF-7879**

**B. E. IV (Sem. VIII) Examination**

**May / June - 2011**

**Import-Export Management**

Time : Hours]

[Total Marks : 100

**Instructions :**

(1)

नीचे दशांशवैक निशानीवाणी विगतो उत्तरवडी पर अवश्य लपवी. Fillup strictly the details of signs on your answer book.	Seat No. :
Name of the Examination :	<input type="text"/>
<input type="text" value="B. E. 4 (Sem. 8)"/>	<input type="text"/>
Name of the Subject :	<input type="text"/>
<input type="text" value="Import-Export Management"/>	<input type="text"/>
Subject Code No. : <input type="text" value="7"/> <input type="text" value="8"/> <input type="text" value="7"/> <input type="text" value="9"/>	<input type="text" value="Student's Signature"/>
Section No. (1, 2,.....): <input type="text" value="1"/> <input type="text" value="2"/>	

(2) Attempt all questions.

(3) Figures to the right side indicate marks.

**SECTION - I**

- 1 (a) Do as directed. 10
- (1) State two objectives of ADB.
- (2) State two examples of indirect exporting.
- (3) What are the functions of STC ?
- (4) What is an EPZ ?
- (5) What is functional of EPC ?
- (b) What are the reasons for which firms go international. 6
- 2 Explain channel of distribution in detail. 18

**OR**

- 2 Explain detail process of marketing planning for overseas market. 18

- 3** Write short notes : (any two) **16**
- (1) ImF
  - (2) WTO
  - (3) NAFTA
  - (4) IBRD

## **SECTION - II**

- 4** (a) Do as directed : **10**
- (1) What is an SEZ ?
  - (2) What is post shipment finance ?
  - (3) What are indirect exports ?
  - (4) What does damping means ?
  - (5) What is SDR ?
- (b) What is BOP ? What are the different mechanisms **6**  
to control disequilibrium of BOP ?
- 5** Explain the export procedure along with documentation **18**  
involved.

**OR**

- 5** Explain various pricing strategies for international markets. **18**
- 6** Write short notes : (any two) **16**
- (1) Exchange rate determination.
  - (2) Non Tariff barriers.
  - (3) Trends in Indian's foreign trade.
  - (4) Types of export finance.