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**End Semester Examination, December 2024**  
Open Elective – 3rd Semester  
**IMPORT EXPORT MANAGEMENT (OEC050)**

Time: 2.5 hrs.

Max Marks: **50**

Note: *All Questions are compulsory. Marks are indicated against each question.*

**PART-A**

Q.1 **Attempt any 5 questions:**

- |                                                                              |                       |
|------------------------------------------------------------------------------|-----------------------|
| (a) Define import and export and explain their significance in global trade. | [CO-1] [L-2] <b>2</b> |
| (b) What is the role of customs in the import-export process?                | [CO-1] [L-2] <b>2</b> |
| (c) List and briefly explain any two types of export documents.              | [CO-1] [L-4] <b>2</b> |
| (d) Differentiate between direct and indirect exports.                       | [CO-1] [L-2] <b>2</b> |
| (e) What are Incoterms, and why are they important in international trade?   | [CO-1] [L-2] <b>2</b> |
| (f) Explain the concept of balance of trade.                                 | [CO-1] [L-2] <b>2</b> |
| (g) Describe the role of export promotion organizations.                     | [CO-1] [L-2] <b>2</b> |

**PART-B**

- Q.2 Discuss the procedure for exporting goods from India, including the necessary documentation and approvals required. [CO-2] [L-4] **10**

**OR**

Explain the different stages of the import process and the role of various regulatory bodies involved. [CO-2] [L-4] **10**

- Q.3 What are the various export incentives provided by the Indian government? Explain how they benefit exporters. [CO-3] [L-4] **10**

**OR**

Describe the importance of foreign exchange management in export activities. What measures can exporters take to manage exchange rate risks? [CO-3] [L-5] **10**

- Q.4 Explain the significance of trade barriers and discuss the types of barriers commonly encountered in international trade. [CO-4] [L-4] **10**

**OR**

Discuss the impact of international trade agreements on the export-import policies of a country. Provide examples to illustrate your answer. [CO-4] [L-5] **10**

- Q.5 Analyze the concept of risk management in international trade. What strategies can importers and exporters adopt to minimize risks? [CO-5] [L-5] **10**

**OR**

Describe the procedure and importance of quality inspection in the import-export industry. How does it impact customer satisfaction and international reputation? [CO- 5] [L-5] **10**