

Jamia Hamdard
School of Management and Business Studies
Department of Management
Odd Semester Examination - January 2024
MBA- Semester III
MBA-GE-IB-03
Export Import Procedures & Documents

Roll No...

Duration: 3 Hour

Max.Marks -60

(12X5=60)

Note: Attempt any Five Questions, All questions carry equal marks

1. A customer in Nigeria asks your company to amend a quotation from CIF Lagos to DDP Lagos. What is the difference between two? What factors must be taken into consideration before accepting?
2. Mr. Ravi Prakash, an exporter of auto parts from India to Syria and Malaysia, wishes to undertake an ECGC cover for his shipment. When exporting to Syria, he wishes to cover political and commercial risks while for Malaysia he is interested only in covering of commercial risks. Mr. Ravi Prakash is not a small exporter. Compare the policies which he will avail for exporting to the two mentioned countries.
3. Discuss whether any duty drawback is admissible under section 75 of Customs Act in the following case and if yes, what is the quantum of such drawback - An Exporter has exported goods of worth ₹ 3,00,000, Amount of Drawback is 0.5%, Market price of goods is ₹ 2,50,000 and value of imported material used in goods is ₹ 1,80,000.
4. As a newly appointed export manager, you have received an export order to export basmati rice to Singapore. Write down the steps you will take for executing the export order.
5. Discuss in detail the pre-export and post-export benefits given to exporters in Foreign Trade Policy of India.
6. What are different modes of payment available to an exporter? Which mode is safest if the exporter is negotiating a deal with a new buyer in international market? Discuss.
7. What is the difference between "F" and "C" INCOTERMS? If an importer wants you to get the insurance of goods, which INCOTERM will be applicable?
8. Following are the information of an Indian company "XYZ Ltd." which has formed wholly owned subsidiary in USA -
Net worth of the company – US\$ 10 Lacs
Subscription of 100% equity share – US\$ 100,000
Subscription of Preference Shares – US\$ 50,000
Extend Corporate Guarantee – US\$ 10,000
Extend Performance Guarantee – US\$ 10,000
 1. What would be the Financial Commitment?
 2. Can XYZ Ltd enters the USA by way of Automatic Route or prior Approval of RBI is required?