Jamia Hamdard
School of Management and Business Studies
Department of Management **Roll No...**
Odd Semester Examination - January 2024
Integrated MBA- Semester IX
MBA(I)-GE-IB-03
Export Import Procedures & Documents

Duration: 3 Hour Max.Marks -75

(15X5=75)

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 Malysia, wishes to undertake an ECGC cover for his shipment. When exporting to Syria, he wishes to cover political and commercial risks while for Malysia 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 INR 3,00,000, Amount of Drawback is 0.5%, Market price of goods is INR 2,50,000 and value of imported material used in goods is INR 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 enter the USA by way of Automatic Route or prior Approval of RBI is required?