

GUJARAT TECHNOLOGICAL UNIVERSITY
MBA– SEMESTER –III-EXAMINATION – WINTER-2023

Subject Code:4539296**Date: 04-12-2023****Subject Name: Export Import Procedures****Time:10:30 AM TO 01:30 PM****Total Marks: 70****Instructions:**

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.
4. Use of simple calculators and non-programmable scientific calculators are permitted.

- Q.1** Explain the following terms **14**
- (a) GST (b) E-IEC (c) Free Exports (d) Certificate of Origin
(e) Bill of Exchange (f) CHA (g) Import Duties
- Q.2 (a)** Discuss the objective of Foreign Trade (Development and Regulation) Act 1992 Amendment Bill, 2010 and its main provisions. **07**
- Q.2 (b)** Describe the Foreign Trade Policy (2015-2020) a key highlight which was unveiled by Ms Nirmala Sitharaman, Minister of State for Commerce & Industry (Independent Charge), Government of India on April 1, 2015. **07**
- OR**
- Q.2 (b)** What are Incoterms and why are they extremely important in international transactions between the buyer and seller? **07**
- Q.3 (a)** Describe the Role of Customs House Agent, Freight forwarders and Shipping Agents. **07**
- Q.3 (b)** Which different types of documents required in international export and import transaction? **07**
- OR**
- Q.3 (a)** Which are the different types of methods of payment used in Export Import? **07**
- Q.3 (b)** Explain the methods of Quality Control and Pre-shipment Inspection recognized by the Government of India? **07**
- Q.4 (a)** How marine insurance is useful in import and export business? Explain procedure and types of Marine Insurance policy. **07**
- Q.4 (b)** What is customs duty? Explain the purpose of levying customs duty and the different types of customs duties? **07**
- OR**
- Q.4 (a)** Write down the steps required for Export Procedure. **07**
- Q.4 (b)** For Businesses planning, or start importing or exporting from India, must understand the stages and stakeholders involved in the process, as well as the regulatory framework and documentation required. So discuss which are the steps involved in import procedure? **07**

Q.5 Case Study:

EXPORTING FRUITS AND VEGETABLES AROUND THE WORLD

For over 25 years, Multi Fruit USA, a small business headquartered in Haddon Heights, New Jersey, with field offices in the states of California and Washington, has been exporting US-grown apples, pears, citrus, sweet potatoes, russet potatoes, organics and other fruit and vegetables to customers in Asia, Central and South America, Europe, India and the Middle East. In addition to providing fruit and vegetables, Multi Fruit is an experienced logistics coordinator, organizing land, sea and air freight to ensure that the produce reaches its destination in time, while maintaining the highest level of quality.

Challenge

While exporting presents many opportunities for small businesses like Multi Fruit, it also carries some risk. The reality is that it is very difficult for a small U.S.-based business to initiate credit collections from a foreign company. Multi Fruit faced this challenge and had foreign receivables collection problems with several international clients. In addition to the negative financial impact of bad debt, the collections problems hindered the company's growth. Multi Fruit wanted to expand into new markets, but was concerned about the risk of nonpayment by new international customers.

- Q.5 (a)** According to you, Which are the problems faced by Multi Fruit? **07**
- (b)** How the company can resolve this problem? **07**
- OR**
- Q.5 (a)** Give your view regarding credit term and condition. **07**
- (b)** If you are the export-import Manager of this company, which are the steps taken by you for credit insurance matter to resolve the problem? **07**
