Seat No.: _____   Enrolment No._____

GUJARAT TECHNOLOGICAL UNIVERSITY
MBA – SEMESTER III – EXAMINATION – WINTER 2019

Subject Code: 1539303   **Date:29/11/2019**
Subject Name: Export Import Management-I
Time: 10:30 Am to 1:30 Pm   **Total Marks: 70**
Instructions:
1. **Attempt all questions.**
2. **Make suitable assumptions wherever necessary.**
3. **Figures to the right indicate full marks.**

Q.1		Definitions	**14**
		a) LIBOR	
		b) Bill of Exchange	
		c) ECGC	
		d) Delivered duty paid	
		e) Free Alongside ship	
		f) Documents against Acceptance	
		g) Commercial Risk	
Q.2	**(a)**	Registration procedure is important aspect for any importer or exporter. Write a note on different registration required to become Exporter/ Importer.	**07**
	(b)	What are Incoterms? What is the role of these terms in settling international trade disputes?	**07**

OR

	(b)	Explain Registration with GST and its importance in Export.	**07**
Q.3	**(a)**	How will you execute an export order? Discuss the procedure starting from the receipt of purchase order/letter of credit up to dispatch of material to the port.	**07**
	(b)	Discuss the various factors you would consider while deciding the mode (s) of transportation.	**07**

OR

Q.3		Discuss the procedure to be followed for realization of export proceeds under the following circumstances:	**14**
		1. Credit period longer than normally allowed by the RBI	
		2. Short supplies and shut-out shipments	
		3. 3. Export by Air	
Q.4	**(a)**	Explain Harmonized System and its importance in EXIM trade	**07**
	(b)	Explain different types of Risk in Export/Import Business.	**07**

OR

Q.4	**(a)**	Explain importance of Marine Insurance Policy and Duty Draw Back in Exporting Product	**07**
	(b)	Discuss the procedure of custom clearance of Import goods.	**07**

Q.5 An importer in Singapore asks for a quotation for 5000kg of almonds. You are an exporter in Dubai. You have to take a decision on the amount to be quoted. Assume that the unit price is $2 per Kg; the total price for 5000 Kg almonds would be $ 10000 for the goods alone. How do you calculate the additional costs of delivering the goods to the importer?

If you Quote	Price includes	Additional cost ($)	Price($)
EXW	Ex works (Dubai) Export packing, marking crates with shipping marks	400	10,400
FCA	Free Carrier Delivery to railway station by road transport	100	10,500
FAS	Free alongside ship Rail transport to port and getting goods alongside ship	310	10,810
FOB	Free on Board Dock dues, loading goods on board ship. Preparing shipping documents	100	10,910
CFR	Cost and Freight Sea freight to Singapore	875	11,785
CIF	Cost, insurance and freight Marine insurance (port to port	100	11,885
DEQ	Delivered ex quay Landing charges at Singapore	90	11,975
DDP	Delivered Duty paid Import duty on 5000 kg almond	1,000	12,975

(a) How is your quotation (Price) effected by Incoterms?   **07**

(b) How much does the exporter have to pay as sea flight charges from Dubai to Singapore?   **07**

OR

Q.5 (a) What would be the total price to be quoted to the importer? If the marine insurance (port to port) cost is $ 50. Instead of $100?   **07**

(b) What kind of quotation would you prefer as an exporter?   **07**

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