

**Subject : Elective-III : Export-Import Procedures & Documentation  
(International Business)**

Day : Tuesday

Date : 14/06/2016

**S.D.E.**



Time : 10.00 AM TO 1.00 PM

Max Marks : 70      Total Pages : 1

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**N.B.:**

- 1) Q. No. 1 is **COMPULSORY**.
  - 2) Attempt any **FOUR** questions from Q. No. 2 to Q. No. 7
  - 3) Figures to the **RIGHT** indicate full marks.
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**Q.1** Discuss I.E.C. procedure as a pre-requisite to take up International Business. (14)

**Q.2** Define Letter of Credit. Discuss the role played by various parties to Letter of Credit. (14)

**Q.3** Define the term “Negotiation”. In this context explain “Supplier’s credit”. (14)

**Q.4** Discuss various types of documents used in International Trade Deals. (14)

**Q.5** Define “International Trade Guarantees”. What is “Performance Guarantee”? (14)

**Q.6** Discuss various types of “Containers” used in trade logistics. (14)

**Q.7** Write short notes on (Any **Two**) (14)

- a) INCOTERMS
- b) Factoring
- c) Deemed Export.

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