

S-YBMS (IV)

OCT-2006

AIKT

Time : 2 hrs

MS-43

Marks : 60

Instructions :

- 1) Answer any five questions
- 2) Figures to the right indicate marks

- Q.1** What is Export Marketing ? Explain the problems of Export marketing. 12
- Q.2** What is Export Pricing Quotation ? Explain the three main quotations used in international trade ? 12
- Q.3** What is 'Post Shipment finance'? Explain different forms or methods of post-shipment finance. 12
- Q.4** Explain 'Shipment' stage of Export Procedure. 12
- Q.5** Explain in detail the following any two export promotion institutions :
- a) Indian Institute of Packaging. 6
 - b) Indian Institute of foreign Trade 6
 - c) EPC's. 6
- Q.6** What are objectives of EXIM Policy 2002-2007. Explain highlights of the same. 12
- Q.7** Explain in detail the following any two documents.
- a) Shipping bill 6
 - b) Bill of lading 6
 - c) Commercial invoice 6
