

TIME : 2 Hrs.**MARKS : 60**

Note : 1) Attempt all questions.

2) Figures to the right indicate marks allotted to each question.

Q.1. Define Export Marketing ? State characteristics of Export Marketing. (15)

OR

Q.1. a) Explain Import procedure in detail. (8)

b) State classification of Goods for Exports. (7)

Q.2. Explain different types of export organization. (15)

OR

Q.2. A) Write in detail about EXIM Bank. (8)

B) Describe need of Export trade for Nation. (7)

Q.3. What is pre-shipment Inspection ? Explain its methods. (15)

OR

Q.3. a) What is Bill of Lading ? Explain its contents & types. (8)

b) What is Direct Exporting ? State its advantages & Disadvantages. (7)

Q.4. Write short notes. (Any 3) (15)

1) Consular Invoice

2) Certificate of Origin

3) FOB & CIF

4) Packing credit

5) Shipping Bill

