

GUJARAT TECHNOLOGICAL UNIVERSITY
MBA SEMESTER- III - EXAMINATION-SUMMER-2024

Subject Code: 4539296**Date: 29/04/2024****Subject Name: Export Import Procedures****Time: 02:30 PM TO 05:30 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. No.	Question Text and Description	Marks
Q.1	Define 1. Types of Bill of Lading 2. Content of Bill of Lading 3. Aligned Documentation System 4. Certificate of Origin 5. Legalization and Attestation of Documentations. 6. Pre-shipment finance 7. Export Sales Contract	14
Q.2	(a) Write a note on DGFT.	07
	(b) Explain Procedure for Registration of Exporter.	07
OR		
Q.2	(b) “Exporter is a person, who exports or intends to export and holds an importer exporter code number, unless otherwise specifically exempted”. Discuss the categories of exporters.	07
Q.3	(a) What would be the import procedure for Onion? Discuss with example.	07
	(b) Discuss the various methods adopted in export pricing.	07
OR		
Q.3	(a) What are the relevant documents for transportation of goods and custom clearance of goods?	07
	(b) Explain types of Export Houses with suitable examples and write a note on Exim Bank of India.	07
Q.4	(a) Discuss the various documents for claiming export benefits.	07
	(b) Discuss the role of banks in export import transactions.	07
OR		
Q.4	(a) Discuss the types of Marine Insurance Policy with suitable examples.	07
	(b) Discuss the role of overseas agent in export.	07

Q. 5**Case Study**

Mr. Vijay Kelkar has been a successful General Manager with Alpha Tyres Pvt. Ltd., Mumbai. Under Mr. Kelkar's visionary leadership, within 10 years of its inception (since 1997), the company was ranked fifth among the tyre companies in India in terms of market share in the domestic territory. Through international market research, Mr. Kelkar obtained an import purchase order from Ace Motors in Thailand. Although Alpha Tyres had obtained an IEC number from DCFT office, the executives of the company were not well versed in export procedures and documentation. Ace Motors had called for certain documents from the exporter, while sending the purchase order. These included one original and three copies of the invoice, an original GSP certificate of Origin issued by a competent authority, the sight bill of exchange and inspection certificate. Mr. Kelkar received the confirmed purchase order on 15 May, and the latest date of shipment was 30 May. Mr. Kelkar and his team had to ship the goods (tyres) within 15 days of getting the contract. The team managed to arrange and send the goods, along with the inspection certificate. The goods were dispatched to the C&F agents after collecting the information on the time schedule and rate charged by shipping lines from Mumbai to Bangkok. However, none of the team members were aware of the importance of the Certificate of Origin. The C&F agent too did not check whether the importer had called for the Certificate of Origin. The goods were loaded into the ship and the cargo arrived at the importer's port after seven days. Meanwhile, the State of India, the bankers of Alpha Tyres, for collection of the export bill amount of US Dollars 10,000. Upon scrutiny, the HSBC Bank manager, Mr. Lee found that the exporter had not sent the Certificate of Origin along with the other documents and duly informed the Vice-President, Imports about this. Subsequently, payment to Alpha Tyres was withheld. As it happened, Ace Motors had specifically called for the GSP Certificate of Origin with the intention that they would have been in a position to import at nominal custom duty rates from Alpha Tyres, had the exporter sent the document. (As per India's bilateral free trade-preferential trading agreement with Thailand, companies in Thailand can import from India at preferential duty rates on most commodities.)

- (a) What would you suggest Ace Motors in this case? **07**
- (b) What should be the list of documents needed in this case and why? **07**
- OR**
- (a) Do you think Mr. Kelkar can force Ace Motors to make a payment without delay? **07**
- (b) Do you agree that there should be pre shipment inspection is necessary? If yes/No, Why? **07**
