

GUJARAT TECHNOLOGICAL UNIVERSITY**MBA - SEMESTER– III EXAMINATION – WINTER 2020****Subject Code:4539296****Date:04/01/2021****Subject Name:Sectoral Elective_EXIM Procedures (EXIM)****Time:10:30 AM TO 12.30 PM****Total Marks: 47****Instructions:**

1. Attempt any **THREE** questions from Q1 to Q6.
2. **Q7 is compulsory.**
3. **Make suitable assumptions wherever necessary.**
4. **Figures to the right indicate full marks.**

Q. No.	Question Text and Description	Marks
Q.1 a	Explain the following terms: (a) MEIS (b) SEIS (c) SION	06
Q.1 b	Explain the following terms: (d) RCMC (e) TEE (f) IEC number	06
Q.2	(a) The Ministry of Commerce and Industry introduced the Foreign Trade Policy (FTP) 2015-2020 on 1 st April 2015. The policy was formulated to promote 'Make in India' and 'Digital India' initiatives of the Government of India. It also revamped various incentives offered under previous FTPs. In light of the above statement analyze the various implications of FTP 2015-2020.	06
	(b) Discuss the objective of Foreign Trade (Development and Regulation) Act 1992 and its main provisions.	06
Q.3	(a) Explain the methods of Quality Control and Pre-shipment Inspection recognised by the Government of India?	06
	(b) What is customs duty? Explain the purpose of levying customs duty and the different types of customs duties?	06
Q.4	(a) What is the role of CHAs, freight forwarders and shipping agents in international trade?	06
	(b) Differentiate: Mate's Receipt vs. Bill of Lading	06
Q.5	(a) Explain the term Importer and its categories. Also explain the licensing requirements for Importers in India.	06
	(b) Explain the term Shipping Bill. Discuss the types of shipping bill and its significance.	06
Q.6	(a) Government of India offers many incentives to Indian Importers under special schemes to stimulate the industrial growth and development. Explain the import incentives offered for Import companies in India.	06
	(b) Explain the different types of Marine Insurance Policies	06

Q.7

CASE STUDY:

Mr. Krishnan Iyer is an agricultural entrepreneur growing vegetables with green house technology in Kochi. He is maintaining his business account with LakshmiDhan Bank, Kochi. Mr. Iyer intends to upgrade his farming business with some modern machinery. He visited many trade fairs and exhibitions and found one firm M/s Erzhong LLC, located in Beijing. M/s Erzhong LLC is banking with China Development Bank. After verifying the samples and negotiating the price, the order is finalized and M/s Erzhong issues an invoice stating that the sale transaction must be backed by L/C. Accordingly Mr. Iyer approaches LakshmiDhan Bank for opening of the L/C in a foreign currency (USD). LakshmiDhan Bank's foreign correspondent bank in china is Bank of China Beijing.

In light of the above case answer the following questions:

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| (a) | What is meant by L/C mentioned in the above case? What are the advantages of L/C to Exporter and Importer? | 5.5 |
| (b) | In light of the above case name the parties involved in the L/C and explain the mechanics of L/C. | 5.5 |
| OR | | |
| (a) | Explain the types of L/C? | 5.5 |
| (b) | What are the other alternatives available to M/s Erzhong LLC to finance this shipment? | 5.5 |
