

Enrollment No.: \_\_\_\_\_

Seat No.: \_\_\_\_\_

**GUJARAT TECHNOLOGICAL UNIVERSITY**  
**MBA - SEMESTER - III EXAMINATION - WINTER 2025**

**Subject Code: 4539296**

**Date: 22-12-2025**

**Subject Name: Export Import Procedures**

**Time: 10:30 AM TO 01:30 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.1** Explain the following terms: **14**
- a) Deemed exports
  - b) Commodity Boards
  - c) Actual Users
  - d) RoDTEP
  - e) HS Code
  - f) ECGC
  - g) Bonded Warehouse
- Q.2** (a) Discuss the main provisions of Foreign Trade (Development and Regulation) Act 1992 **07**
- (b) What are Incoterms? What is the role of these terms in settling international trade disputes? **07**
- OR**
- (b) Banks play a crucial role in EXIM transactions. Explain. **07**
- Q.3** (a) Distinguish between Mate's Receipt and Bill of Lading **07**
- (b) Which are the documents submitted by an exporter while negotiating the documents with the bank? How does the bank scrutinize the documents before clearing the payment to the exporter? **07**
- OR**
- Q.3** (a) Write a note on Shipping bill and its types. **07**
- (b) Elucidate the steps involved in opening an LC. **07**
- Q.4** (a) Write a note on important import incentives offered by the government of India **07**
- (b) Explain the procedure to be followed in the event of a marine loss. **07**
- OR**
- Q.4** (a) Import duties form a significant source of revenue for the country. Explain the objectives of Customs Duty and any three types of Customs Duty. **07**
- (b) What is the role of a freight forwarder in the execution of an export contract? Discuss the various steps taken by a freight forwarder with the help of a flow diagram. **07**

**CASE STUDY:**

India's cattle inventory amounted to about 308 million in 2022. While the global cattle population stood at over one billion, India had the highest cattle population followed by Brazil, China and the United States. With a well crafted strategic approach, this huge animal wealth could be utilized in the right perspective for enhancement of milk production without many incremental inputs. In contrast, a small rise in milk production requires intensive inputs in advanced countries. With modest efforts towards managing increased milk production, India could match/exceed the milk productivity of major exporters in dairy commodities. It is this potential that can transform India into a major dairy exporting country on a global basis. A nationwide programme for prevention and control of animal epidemics and creation of disease free zones coupled with efficient delivery of artificial insemination network can have a tremendous impact on improving the productivity of milk animals. This in turn would strengthen India's entry into the global milk products market as well as improve the quality and visibility of the entire Indian dairy industry in the world market.

India is located amidst perennially milk-deficit countries in Asia and Africa. Major importers of milk and milk products are Bangladesh, China, Hong Kong, Singapore, Thailand, Malaysia, the Phillipines, Japan, UAE, Oman and other gulf countries located in close proximity to India. China, India and Indonesia alone account for more than 40 percent of the world's six billion plus population. Economic growth and changes in dietary preferences in the Southeast Asian countries have stimulated consumption of dairy products, even though milk is not a part of their traditional diet. Growth of quick service restaurants (QSRs), particularly pizza chains, and growing bakery and other food processing industries also increase the demand for cheese and other dairy products. India, thus, enjoys a strategically advantageous geographical location in terms of international trade of dairy products.

Global opportunities available to the Indian dairy industry primarily out of the availability of a large quantity of competitively priced milk. As the Indian dairy sector produces milk without any subsidies, the country stands to gain from the fair implementation of WTO agreements. However it is sad that quality of milk produced in India falls way below the internationally accepted standards. India is the world's largest producer of milk but the country cannot export its surplus as Indian milk does not fulfill the international food quality standard. Though India exports few dairy products to certain countries, the liquid (raw) milk has so far not been able to get global market access.

Development of awareness, mindset, and commitment on improving the quality of milk is necessary. Intensive efforts are needed to meet the WTO's Sanitary and Phyto-sanitary (SPS) and Technical Barriers of Trade (TBT) Agreements guidelines on quality and safety.

- (a) What are the objectives of Quality control and Preshipment Inspection? **07**  
(b) Discuss the methods of quality control and Preshipment Inspection in India? **07**

**OR**

- Q.5** (a) What is the role of EPCs in export promotion of dairy products in India? **07**  
(b) Discuss the procedure for Preshipment Inspection? **07**

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