

Instructions :- (1) All questions are compulsory having internal options.
(2) Figures to the right indicate full marks.

- Q:1 A) Choose the correct answer from the options given below (Any 10) 10**
- 1) Export marketing involves _____ than domestic marketing.
 - a) Higher risk
 - b) Lesser documentation
 - c) Lesser government interference
 - d) Limited competition
 - 2) To overcome the problem of non-payment by the overseas buyers, Indian exporters can obtain credit risks policy from _____.
 - a) ECGC
 - b) EPCG
 - c) DGFT
 - d) RBI
 - 3) _____ is part of India's merchandise exports.
 - a) Consultancy
 - b) Software
 - c) Transportation
 - d) Gems and Jewellery
 - 4) _____ is a negative impact of regional economic groupings to member countries.
 - a) Efficiency
 - b) Economic growth
 - c) Economies of Scale
 - d) Trade Diversion
 - 5) Malaysia, Indonesia, Thailand, Singapore etc. are members of _____.
 - a) NAFTA
 - b) EU
 - c) ASEAN
 - d) OPEC
 - 6) Regional economic groupings are also known as _____.
 - a) Regulatory bodies
 - b) State blocs
 - c) Trading blocs
 - d) National blocs
 - 7) _____ are allowed to self-certify their manufactured goods as originating from India.
 - a) Status holders
 - b) All exporters
 - c) Micro exporters
 - d) Image holders
 - 8) _____ are transactions in which goods supplied do not leave country.
 - a) Dumped exports
 - b) Deemed exports
 - c) Potential exports
 - d) Cancelled exports
 - 9) Services Exports from _____ (SEIS)' for increasing exports of notified services.
 - a) Internal Stand
 - b) India Scheme
 - c) Interim Standard
 - d) International State
 - 10) In IRMAC "I" stand for _____.
 - a) Industrial
 - b) Infrastructure
 - c) Interim
 - d) International

- 11) FICCI established in 1927 by _____ and Purushottam Das Thakurdas.
a) Mahatma Gandhi
b) Ptd Jawaharlal Nehru
c) Sardar Patel
d) G D Birla
- 12) Duty remission scheme is also known as _____ scheme.
a) Duty passbook
b) Duty free import
c) Duty drawback
d) Duty entitle

- Q:1 B) State whether following statements are True or False (Any 10) 10
- 1) There are multiple currencies involved in export marketing.
 - 2) Recession in the world, poses a problem for Indian exporters.
 - 3) Foreign tourist visiting India boosts India's services export.
 - 4) TRIMs agreement is favourable to poor and developing countries.
 - 5) Customs Union is the highest level of economic integration.
 - 6) Bilateral quotas are fixed without prior consultations with the exporting countries.
 - 7) Kanpur is a town of export excellence for textiles.
 - 8) STP Units enjoy duty free import benefits
 - 9) e- BRC is Bank Recollection Certificate.
 - 10) IIP is an autonomous body registered under Partnership Act.
 - 11) IGST can refund to the exporters with the help of two options.
 - 12) The rate pertains only to special products is called special rate.
- Q:2 Answer any two of the following: 15
- a) Explain the importance of exports for exporting firms.
 - b) What are the risks involved in export marketing?
 - c) Give details of India's region-wise export trade since 2015.
- Q:3 Answer any two of the following: 15
- a) Distinguish between Tariff and Non-tariff barriers.
 - b) Explain the impact of TRIPs and GATS agreement of WTO on export trade.
 - c) Describe the steps in overseas market selection process.
- Q:4 Answer any two of the following: 15
- a) Write an essay on India's Foreign Trade Policy 2015-20.
 - b) Explain the negative list of exports in India.
 - c) Elucidate the benefits available to Towns of Export Excellence.
- Q:5 Answer any two of the following: 15
- a) What is ASIDE? Explain its features.
 - b) Explain the various functions of the Commodity Boards (CBs) of India.
 - c) Describe the Export Promotion Capital Goods (EPCG) Scheme.
- Q:6 Write Short Notes on (Any 4) 20
- a) Features of export marketing
 - b) Domestic marketing V/S Export marketing
 - c) NAFTA
 - d) Need for overseas market research
 - e) Deemed exports
 - f) IRMAC
