

PSG COLLEGE OF ARTS & SCIENCE  
(AUTONOMOUS)

PG DEGREE EXAMINATION DECEMBER 2023  
(Third Semester)

TRANS DISCIPLINARY COURSE  
(Common to PG Programmes)

EXPORT MANAGEMENT

Time: Three Hours

Maximum: 50 Marks

SECTION-A (5 Marks)

Answer ALL questions

ALL questions carry EQUAL marks

(5 x 1 = 5)

1. The exporter gets \_\_\_\_\_ from DGFT.  
(i) IEC number (ii) PAN number  
(iii) Aadhaar number (iv) Credit number
2. Who heads the department of import export in India?  
(i) GOI (ii) DGFT  
(iii) WTO (iv) None of the Above
3. The CHA is also known as \_\_\_\_\_.  
(i) C&F agent (ii) Consignor  
(iii) Customs official (iv) Shipping company
4. Extension period of credit for export.  
(i) 180 days (ii) 90 days  
(iii) 220 days (iv) 270 days
5. For direct export the packing credit should normally be granted only against  
(i) A letter of credit (ii) Firm order  
(iii) Export license (iv) A letter of credit or firm order

SECTION - B (15 Marks)

Answer ALL Questions

ALL Questions Carry EQUAL Marks

(5 x 3 = 15)

6. a. Show IEC and their role in Export.  
OR  
b. State the Objectives of Foreign Trade Policy.
7. a. Discuss the role of Export Promotion Council.  
OR  
b. What is EPCG? Explain its benefits in foreign trade.
8. a. Assume the freight forwarders and their importance in export business.  
OR  
b. Classify 3PL service providers in India.
9. a. Analyze the advance payment method in international trade.  
OR  
b. Explain various risks associated with the international payment systems.
10. a. Discuss the marketing Strategies for export.  
OR  
b. Illustrate the uses of HS code in India.

Cont...

**SECTION -C (30 Marks)**

Answer ALL questions

ALL questions carry EQUAL Marks

(5 x 6 = 30)

11. a. Discuss Role of Export business in Indian Economy.  
OR  
b. Analyze the purpose of DGFT in Export.
12. a. Design the Foreign Trade Policy and their features:  
OR  
b. Determine the functions of Commodity Boards in detail.
13. a. Justify the role of service providers in EXIM transaction.  
OR  
b. Categorize the Exporters in India? Also give a detailed explanation.
14. a. Elucidate the methods of payment using in foreign trade transaction.  
OR  
b. Interpret Letter of Credit and their types.
- 15 a. Develop the process of starting export business in India.  
OR  
b. Classify the Export Goods in India.

Z-Z-Z

END