

**PSG COLLEGE OF ARTS & SCIENCE**  
(AUTONOMOUS)

**PG DEGREE EXAMINATION DECEMBER 2025**  
(Third Semester)

**TRANS DISCIPLINARY COURSE**  
(Common to PG Programmes)

**EXPORT MANAGEMENT**

Time: Three Hours

Maximum: 75 Marks

**SECTION-A (10 Marks)**

Answer ALL questions

ALL questions carry EQUAL marks

(10 x 1 = 10)

Module No.	Question No.	Question	K Level	CO
1	1	What is the contribution of exports and imports to country's economy ? a) GDP      b) GNP      c) NNP      d) NDP	K2	CO1
	2	What is the objectives of India's Foreign Trade Policy (FTP) ? a) BOP      b) BOT c) Purchasing power      d) Economic growth	K2	CO1
2	3	Name the official export – certification body of India which ensures quality and safety of products exported from India? a) ITPO      b) EIC      c) EPC      d) ICA	K2	CO2
	4	What is the customs duty under Export Promotion Capital Goods (EPCG) scheme to import capital goods for production? a) extra      b) zero      c) basic      d) safeguard	K2	CO2
3	5	Who are persons who assist importers and exporters in dealing with the import and export laws that are established to govern the global market? a) Commodity brokers      b) Stock brokers c) Customs brokers      d) Trade brokers	K3	CO3
	6	Which service providers are responsible for storing, organizing, and managing inventory at their warehouses. a) 3pl      b) logistics      c) scm      d) consultancy	K3	CO3
4	7	Which document guarantees the buyer's payment to the sellers? It is issued by a bank and ensures timely and full payment to the seller. a) Bill of exchange      b) Letter of credit c) DD      d) Cheque	K5	CO4
	8	Find a set of rules agreed by the International Chamber of Commerce, which apply to finance institutions which issue Letters of Credit – financial instruments helping companies finance trade. a) UCP 900      b) UCP 800      c) UCP 700      d) UCP 600	K5	CO4
5	9	How many digits are found in India's Harmonized System (HS) code for all trade, including imports and exports. a) 8      b) 9      c) 10      d) 11	K5	CO5
	10	Name the set of standard trade terms used in international contracts for the sale of goods. a) IECode      b) HS Code c) EIC      d) INCOTERMS	K5	CO5

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**SECTION – B (35 Marks)**

Answer ALL questions

ALL questions carry EQUAL Marks

 $(5 \times 7 = 35)$ 

Module No.	Question No.	Question	K Level	CO
1	11.a.	Discuss the role of DGFT in India's Foreign Trade.  (OR)	K2	CO1
	11.b.	Explain the institutional framework for foreign trade in India.		
2	12.a.	Classify the exporters in India.  (OR)	K4	CO2
	12.b.	Analyze the functions of FIEO in India.		
3	13.a.	Distinguish between commodity brokers and customs brokers.  (OR)	K3	CO3
	13.b.	Select the responsibilities of freight forwarders and Third party logistics services providers in foreign trade.		
4	14.a.	Analyze the purpose of Uniform Customs Practices 600 for documentary credits in India's foreign trade.  (OR)	K5	CO4
	14.b.	Examine the features of GR waiver with details.		
5	15.a.	Appraise the process of export business.  (OR)	K5	CO5
	15.b.	Explain the classification of goods and services in India for exports & imports.		

**SECTION – C (30 Marks)**

Answer ANY THREE questions

ALL questions carry EQUAL Marks

 $(3 \times 10 = 30)$ 

Module No.	Question No.	Question	K Level	CO
1	16	Explain the objectives of India's Foreign trade policy in details.	K3	CO1
2	17	Examine the objectives and functions of Indian Institute of Foreign Trade.	K4	CO2
3	18	Analyze the role of container freight station and sea ports in developing the Indian economy in current scenario.	K4	CO3
4	19	Evaluate the importance of letter of credit and its types in foreign trade.	K5	CO4
5	20	Appraise the essentials of HS code classification and INCOTERMS in India's foreign Trade.	K5	CO5