

PG DEGREE EXAMINATION MAY 2026

(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 × 1 = 10)

Module No.	Question No.	Question	K Level	CO
1	1	The Director General of Foreign Trade (DGFT) operates under the Ministry of _____. a) Home Affairs b) External Affairs c) Commerce and Industry d) Finance	K1	CO1
	2	The main objective of Foreign Trade Policy is to _____. a) Reduce domestic demand b) Control inflation c) Promote exports d) Encourage imports	K2	CO1
2	3	The Export Inspection Council (EIC) is responsible for _____. a) Documentation b) Export financing c) Quality inspection d) Tax assessment	K1	CO2
	4	The Indian Institute of Foreign Trade (IIFT) provides _____. a) Customs clearance b) Freight forwarding c) Port services d) Trade research and training	K2	CO2
3	5	A Customs Broker acts as _____. a) Financial auditor b) Licensed agent for customs procedures c) Importer d) Exporter	K1	CO3
	6	3PL service providers are mainly involved in _____. a) Marketing b) Product design c) Logistics and supply chain d) Trade policy	K2	CO3
4	7	A Letter of Credit is issued by _____. a) Customs officer b) Bank c) Exporter d) Importer	K1	CO4
	8	UCP 600 refers to _____. a) Unified Credit Policy b) Universal Customs Protocol c) Uniform Commercial Policy d) Uniform Customs and Practice for Documentary Credits	K2	CO4
5	9	INCOTERMS are published by _____. a) RBI b) ICC c) IMF d) WTO	K1	CO5
	10	HS Code classification is mainly used for _____. a) Quality certification b) Marketing c) Calculating customs duty d) Identifying goods in trade	K2	CO5

Cont...

SECTION - B (35 Marks)

Answer ALL questions

ALL questions carry EQUAL Marks

(5 × 7 = 35)

Module No.	Question No.	Question	K Level	CO
1	11.a.	Explain the role of import and export trade in the economic development of a nation.	K3	CO1
		(OR)		
	11.b.	Enumerate the objectives and significance of India's Foreign Trade Policy.		
2	12.a.	Describe the functions of institutions facilitating international trade such as EIC, ITPO, and FIEO.	K3	CO2
		(OR)		
	12.b.	Point out the features and benefits of promotional schemes such as EPCG and Advance Authorization.		
3	13.a.	Discuss the roles and responsibilities of intermediaries involved in export-import operations.	K4	CO3
		(OR)		
	13.b.	Explain the customs clearance procedures for export goods.		
4	14.a.	Classify the methods of payment in foreign trade and their relative merits.	K4	CO4
		(OR)		
	14.b.	Examine the concept of documentary credit and its significance in international transactions.		
5	15.a.	Describe the process of export business from order receipt to shipment.	K2	CO5
		(OR)		
	15.b.	Explain the classification of export goods and the significance of INCOTERMS in international contracts.		

SECTION - C (30 Marks)

Answer ANY THREE questions

ALL questions carry EQUAL Marks

(3 × 10 = 30)

Module No.	Question No.	Question	K Level	CO
1	16	Analyze the institutional framework supporting India's foreign trade and discuss the role of DGFT in export promotion.	K3	CO1
2	17	Evaluate the contribution of various export promotion organizations and schemes in enhancing India's export performance.	K4	CO2
3	18	Examine the importance of customs intermediaries and service providers in smooth export-import operations.	K4	CO3
4	19	Assess the significance of credit and payment mechanisms in minimizing risks in international business.	K5	CO4
5	20	Elaborate on the major stages in developing an export-import business and explain the documentation and negotiation procedures involved.	K3	CO5