

## MBA 3815

M.B.A. DEGREE EXAMINATION, JUNE 2007.

Third Semester

International Business

Paper XV — EXIM FINANCING AND  
DOCUMENTATION

Time : Three hours

Maximum : 100 marks

### PART A

Answer any FIVE out of the following : (5 × 6 = 30)

1. Explain ISO 9000 series certification and its impact on foreign exchange.
2. Bring out the importance of export documentation.
3. Discuss the legality or otherwise of pre-shipment inspection of goods.
4. What is the procedure relating to Actual user licensing?
5. Discuss the import procedures followed in trading houses.
6. Explain the procedures followed by SEZ units.
7. Explain the EOVS policies
8. Bring out the criteria for setting up EPZ units.

**PART B — (5 × 10 = 50 marks)**

Answer any FIVE out of the following.

9. Discuss fully marine insurance procedures and documentation.
10. Explain the procedure of capital goods licensing.
11. "Import licensing is a must for developing economies" — Analyse.
12. Explain the criteria and documentation of trading houses.
13. Detail the tax incentives for exports.
14. Explain the process of export credit guarantee and policies.
15. Discuss the general excise clearances.
16. Bring out the role of clearing and forwarding agents in relation to export credit.

**PART C — (1 × 20 = 20 marks)**

**Case Study (Compulsory)**

17. The buyer is entitled to inspect, or to have its agent inspect, the goods at the seller's place of business or point of shipping. The seller will pay return freight charges and will replace goods that the buyer or its

agent reject, with goods that meet the description and acceptance of the goods, the buyer or its agent will execute a certificate of inspection and acceptance. The buyer's failure to inspect the goods will constitute a waiver of the right of inspection, and the buyer will be deemed to have accepted the goods as delivered.

Based on the provisions, comment on the following with examples

- (a) The buyer should insist on a right of inspection of the goods before taking delivery to determine whether goods meet the contract specifications.
- (b) This clause should specify who will do the inspection — the buyer, an agent, a neutral third party or a licensed inspector?
- (c) Where will the inspection occurs at seller's plant, the buyer's work house or a receiving deck?

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