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[10/A-3]

SEAT No. _____

No. of Printed Pages : 1

SARDAR PATEL UNIVERSITY
TYBBA (ITM)(4 YEARS) EXAMINATION
SEMESTER VI (HONOURS,CBCS)

Monday _____, 1st APRIL 01/04/2019
2019

10.00 am to 12.00 pm

UM06EBBI07: EXPORT MANAGEMENT

Marks 60

Note: Give e.g where necessary

- Q-1 Give Objectives & Highlights Of Current Exim Policy 15
- OR
- Q-1 Write Short note on (a) Deemed Exports (b) ISO 9000 Series 15
- Q-2 Write Short note on (a) INCO Terms (b) Documentary Credit Under L/C 15
- OR
- Q-2 Write Short note on (a) Terms Of Payment (b) DA/DP Terms 15
- Q-3 What do you mean by Product Positioning? Give its meaning, Steps and Importance 15
- OR
- Q-3 What do you mean by Export Pricing? Give its Methods and Strategies. 15
- Q-4 Explain Export Procedure. 15
- OR
- Q-4 Write short note on :(a) Bill of lading (b) Mate receipt (c) Consular Invoice 15



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