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BM 607

**VI Semester B.B.M. Degree Examination, September 2022
(1995 Scheme)
EXPORT MANAGEMENT**

Time : 3 Hours

Max. Marks : 80

Instructions : *A single answer booklet containing 40 pages will be issued.
No additional sheets will be issued.*

**SECTION – A
(15 marks each)**

(15×3=45)

1. Narrate various tariff and non-tariff barriers in International Trade.

OR

Explain the various procedures to be followed by an exporter while exporting.

2. Describe the role played by the export promotion agencies in India.

OR

Discuss the methods of correcting disequilibrium in balance of payments of a country.

3. Explain the role of exports in economic development of a country.

OR

Explain the nature and scope of International Marketing.

**SECTION – B
(5 marks each)**

(5×5=25)

Answer **any five** questions.

4. Explain the comparative cost theory of International Trade.

5. State the types of export pricing.

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6. Explain the different principles of export management.
7. Differentiate Internal Trade from International Trade.
8. Explain the present composition of exports of India.
9. Explain the effects of Tarrifs.

SECTION – C
(One mark each)

(1×10=10)

10. a) What is balance of trade ?
b) Who is a forwarding agent ?
c) What do you mean by charter party ?
d) What is free trade zone ?
e) What is meant by dumping ?
f) Mention any 2 objectives of trade barriers.
g) What is GATT ?
h) Name any 2 problems of International Trade.
i) What is devaluation ?
j) What is import quota ?
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