

**W-3004**

**M.B.A.(Full time) (Fourth Semester) Examination, June-2020**

**EXPORT MANAGEMENT AND DOCUMENTATION**

**Paper - IB-03**

*Time : Three Hours*

*Maximum Marks : 70*

*Minimum Pass Marks : 28*

**Note :** Attempt **all** questions.

**Unit-I**

Q.1. Define export management. Explain significance of export for any Nation.

**Unit-II**

Q.2. Describe distribution channels. Explain various points to be considered while selecting distribution channel.

**Unit-III**

Q.3. Distinguish pre-shipment and post-shipment finance.

**Unit-IV**

Q.4. Write a short note on:  
i) Registration process with RBI.  
ii) Licensing authorities.

**Unit-V**

Q.5. Discuss principle and auxiliary documents required for exports.

