

**W-3004(A)**  
**M.B.A. (Fourth Semester) Examination,**  
**(Second Chance) June-2020**  
**EXPORT MANAGEMENT AND DOCUMENTATION**

**Paper -IB-03**

*Time : Three Hours*

*Maximum Marks : 70*

*Minimum Pass Marks : 28*

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

**Unit - I**

Q.1. Explain the process of export marketing and sources of export information.

**Unit - II**

Q.2. Describe various agents in exporting and methods of locating and selecting an agent.

**Unit - III**

Q.3. Discuss the functions and importance of export import bank of India. Also write mechanism of price fixation.

**Unit - IV**

Q.4. Discuss the documentation required for exports.

**Unit - V**

Q.5. Discuss the importance of exports to India. Also discuss the selection of exports markets.

