

SECTION – B**(5 X 3 = 15 MARKS)****ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.**

11. a) Explain Discover the international market strategies. **(K3)**
(OR)
 b) Describe the sales forecast. **(K3)**
12. a) Assess the export sales quotation. **(K3)**
(OR)
 b) Examine the clearing and forwarding agents. **(K3)**
13. a) List the importance of IEC number. **(K3)**
(OR)
 b) Interpret the functions of PAN number. **(K3)**
14. a) Explain Show the concepts of FERA regulations. **(K3)**
(OR)
 b) List the guidelines of on Exchange control. **(K3)**
15. a) Appraise the airway bill and its importance. **(K3)**
(OR)
 b) Examine the GSP certificate. **(K3)**

SECTION – C**(5 X 5 = 25 MARKS)****ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.**

16. a) Assess the significance of documentation and related procedures. **(K4)**
(OR)
 b) Determine the export management structure. **(K5)**
17. a) Appraise the export and import policy and procedures and its needs. **(K4)**
(OR)
 b) Summarise the different Incoterms in International Trade. **(K5)**
18. a) Examine Construct the role of DGFT in promotion of Global Trade. **(K5)**
(OR)
 b) Outline the functions of export promotion councils. **(K4)**
19. a) Explain the exchange control regulations. **(K5)**
(OR)
 b) Analyze the export realization procedures with example. **(K4)**
20. a) Discuss the letter of credit and declaration form. **(K5)**
(OR)
 b) Classify the different export documents. **(K4)**