

This question paper contains 2 printed pages.]

Your Roll No.

1883

A

PGDIM/II Sem.
Paper 9 – INTERNATIONAL TRADE
OPERATIONS

Time : 3 Hours

Maximum Marks : 70

*(Write your Roll No. on the top immediately
on receipt of this question paper.)*

All questions carry 14 marks each.

Question No. 1 (both parts A & B) is compulsory.

In all, you have to attempt five questions.

1. (a) Explain in detail the need and functions of ECGC in international trade operations.
- (b) If Tata Motors does not receive a payment for exporting 1000 Nano cars to a buyer in Italy, what procedure will Tata Motors follow for ECGC claims? You may make reasonable assumptions for answering this question.
2. Explain the benefits of undertaking export orders under Letter of Credit. How do various Letters of Credit fulfil the needs of different export categories under which Indian exporters secure their smooth and timely payments?

[P.T.O.]

3. Describe in detail a scenario of non-availability of pre-shipment and post-shipment credit in foreign trade. Your answer must cover all categories of pre- and post-shipment finance options.
4. What are various excise, customs and port formalities for export shipment?
5. What are the formalities for making claims of export incentives—Duty Drawback, Central Excise Rebate and Bond System, Income-tax Concessions and other tax incentives?
6. Explain the procedure for procurement through imports, import financing and custom formalities for import clearance.
7. Write short notes on any *two* of the following :
 - (a) Bank Guarantees
 - (b) Arbitrage and Swapping
 - (c) Documentary Credit
 - (d) Marine Insurance for Cargo Risk Coverage.