

MAY 2012

**P/ID 77557/PMBN1**

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Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE questions.

1. Write short note on DAF.
2. Explain the procedure for opening of letter of credit.
3. Discuss different types of airway bill.
4. List out various central exercise and sales tax exemption for exports.
5. Distinguish between EOU and EPZ.
6. What are the advantages of cargo insurance?
7. Discuss the functions of Indian trade promotion organisation.
8. Discuss various transfer Guarantee given by ECGC.

PART B — (5 × 10 = 50 marks)

Answer any FIVE questions.

9. Explain different types of export credit instruments.
10. Discuss the salient features of a letter of credit.

11. Discuss different types of bills.
12. Discuss various transport documents used in exports.
13. Give an account of various institutions for export promotion.
14. Discuss different types of institute cargo clauses.
15. Describe the procedure for availing credit insurance.
16. What are the functions and services of service institutions to make the smooth flow of exports? Explain.

PART C — (1 × 20 = 20 marks)

(Compulsory)

17. Case study :

How will you deal with the following requests?

- (a) You have been asked to add your confirmation to be irrevocable letter of credit by the issuing bank.
  - (b) The beneficiary of a revocable letter of credit has asked you to add your confirmation to the credit.
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