Roll. No………………………….  

MBA-3rd Semester Examination  
Jan.2014  
International Documentation  
Subject Code: MSL- 627  

Time Allowed: 03 hours.  
Maximum Marks: 100

Before answering the question paper the candidate should ensure that they have been supplied the correct question paper. Complaints in this regard, if any, shall not be entertained after the examination.

**Note:** Question No. 1 is Compulsory and attempt two questions from each section. All questions carry equal marks.

1(a) Write short notes on: ADS  
(b) What is the difference between SEZ and EOU?  
(c) Write a brief note on export procurement.  
(d) Describe the steps involved in the establishment of a business firm.  

**SECTION – A**

2. Define various INCOTERMS. What is their purpose and why are they considered as the base of trade transactions?  
3. Define and explain various regulatory export documents.  
4. Define and explain the process and necessity of packaging and labeling of export consignments.

**SECTION – B**

5. Explain in detail the facilities available for foreign exchange earners.  
6. Define and explain the role of commodity boards and export promotion councils in trade promotion.  
7. Elucidate the procedure and documents for excise and custom clearance.