

BBA-305

EXPORT PROCEDURES AND DOCUMENTATION

Max. Marks:100

External Assessment: 80

Internal Assessment:20

Note: There will be eight questions in all. A candidate is required to attempt five questions including the question no. 1 which is compulsory. Question no. 1 will comprise of six short answer questions. All questions shall carry equal marks.

Entering Export Business- Procedures and Formalities.

Key Documents Required in Export Business- A Detailed Discussion. Aligned Documentation System.

Processing of an Export Order- Stages and Roles Played by Various Parties. Methods of Payment in International Business.

INCOTERMS.

Institutional Infrastructure for Indian Exporters. Export Incentives and Schemes.

EXIM Policy.

Management of Risk in Export Business.

SUGGESTED READINGS

Khurana, P.K., Export Management, Galgotia Publishing Company.

Joshi, R.M. International Marketing, Oxford Publications

Varshney, Bhattacharya, International Marketing, Sultan Chand & Sons.

Pepsi Handbook of Indian Exports, Global Business Press.

Rathore, B.S., Export Marketing, Himalaya Publishing House.